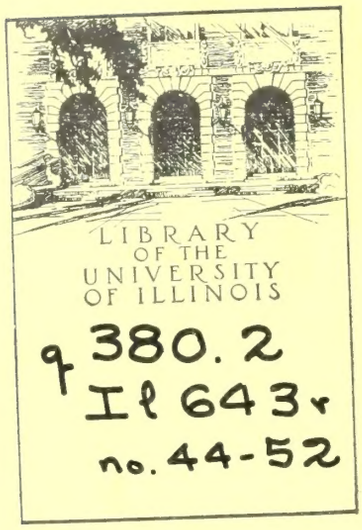

Dwight H. Green, Governor

ILLINOIS GAS UTILITIES
A Comparative Study of 1947 Sales

Research Bulletin No. 44

John D. Biggs, Chairman

William Parrillo
Frank Peska
Edwin A. Rosenstone
Val J. Washington, Commissioners
Joseph F. Gubbins, Secretary

ENGINEERING SECTION
Research & Statistics
ILLINOIS COMMERCE COMMISSION

7 (A-6967)

Research Bulletin No. 44 September 15, 1948

ILLINOIS GAS UTILITIES

A Comparative Study of 1947 Sales

As Reported by the Twelve Largest Illinois Gas Utilities which Account for Approximately 99% of All Gas Sold to Ultimate Consumers in Illinois Under the Jurisdiction of the Illinois Commerce Commission

ILLINOIS COMMERCE COMMISSION
Research and Statistics Division
Engineering Section

TABLE OF CONTENTS

LIST OF TABLES

ILLINOIS COMMERCE COMMISSION
Research and Statistics Division
Engineering Section
Springfield, Illinois

September 15, 1948

Hon. John D. Biggs, Chairman
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

This study, Research Bulletin #44 entitled "Illinois Gas Utilities, A Comparative Study of 1947 Sales" is herewith transmitted to the Commission by the Research and Statistics Division of the Engineering Section of the Illinois Commerce Commission. This bulletin provides a timely analysis of gas sales for the year 1947 as compared to 1946.

The textual portion of the study reviews briefly the principal points of interest derived from the tabulations made during this comparison. There has been no attempt to determine the reasonableness or unreasonableness of the material given, but in a few instances there have been statements given to clarify questionable data.

The statistical tables form the basic part of this study and constitute a permanent reference in regard to comparative sales by the companies during the past two years.

This bulletin was edited by Mr. McAtee of the Research and Statistics Division.

Yours very truly,

Warren Henry

WARREN HENRY
Chief Engineer

INTRODUCTORY CONSIDERATIONS

1. Scope of Study

This analysis presents a comparison of 1947 gas sales with those for the year 1946, with respect to the twelve largest public utilities furnishing gas service in the State of Illinois. This study confines itself solely to those twelve companies, whose total gas sales accounts for approximately 99% of the total sales in this State. The companies included are:

Central Illinois Electric and Gas Company,
Central Illinois Light Company,
Central Illinois Public Service Company,
Illinois Northern Utilities Company,
Illinois Power Company,
Iowa-Illinois Gas and Electric Company,
North Shore Gas Company,
Public Service Company of Northern Illinois,
The Peoples Gas Light and Coke Company,
Union Electric Power Company,
Union Gas & Electric Company, and
Western United Gas and Electric Company.

Included in this study are basic statistical Tables Nos. 1 to 15 providing detailed data necessary for a comparative study of gas sales. Tables Nos. 2 to 13 inclusive, show data for both 1947 and 1946 together with computations showing percentage changes in 1947 over 1946, average revenue per therm, therms per customer and average revenue per customer in each of several classifications. In addition, there is also tabulated a summary of the aggregate totals for all companies, both inclusive and exclusive of The Peoples Gas Light and Coke Company.

In Tables Nos. 2 to 10 inclusive, revenue and therm sales for each class of consumer are expressed as a percentage of total sales to ultimate consumers in the aggregate totals and for each individual company for the year 1947.

2. Sources of Information

The basic source of sales data shown in the various tables is supplied by each of the twelve companies heretofore mentioned and is taken from their reports for the twelve months ending December, 1947, (Form C, 1943 Revision). These reports are preliminary and are filed subject to audit before the final annual reports are received. Past experience indicates that only minor changes may be expected

with respect to sales data reported in monthly statements, and the preliminary annual report for the year referred to above.

3. Accounting Considerations

All of the companies considered by this study follow the Uniform System of Accounts as prescribed in the Commission's General Order 143. This system of accounts includes an item designated as Account 607-Interdepartmental Sales. For the purpose of this study, as in prior Research Bulletins, these interdepartmental sales have not been considered as sales to ultimate consumers. Also provided by the Uniform System of Accounts is Account 608-Other Sales, which does not affect this study for the reason that none of the twelve companies reported such sales.

4. Other Considerations

The segregation of Residential Sales exclusive of Space-heating (Table 3) and Residential Space-heating sales (Table 4) must be interpreted in the light of the fact that Residential Space-heating sales includes all sales made through one meter a combination rate for all domestic purposes including Space-heating and are accounted for entirely as space-heating sales, whereas Residential Sales, exclusive of Space-heating, includes only those sales of gas to residential customers that are not classified as Residential Space-heating customers.

It should be noted that a comparison between companies should be viewed in the light of the fact that operating conditions, operating practices, rate structures and the application of statistical methods and summaries may differ in various companies.

This study continues the policy of only setting forth the facts as determined by the statistical tables and no attempt has been made to criticize the data reported.

GAS SALES BY CLASS OF SERVICE

1. Comparative Consolidated Summary, Table 1, pages 12 and 13.

This table summarizes the total revenue, therm sales and the average number of customers for each class of service, together with the relative ratios and percentage of change in 1947 sales as compared with those of 1946. Discussion of this information is confined to that for the more important classes of service that follow.

2. Total Operating Revenue, Table 15, page 31.

The total operating revenue of the twelve companies rose from $73,854,661 in 1946 to $81,530,540 in 1947, an increase of 10.4%. Exclusive of The Peoples Gas Light and Coke Company's operations the total operating revenue increased from $35,185,611 in 1946 to $40,584,343 in 1947, a gain of 15.3%. This would indicate that the rate of increase for the principal metropolitan area in Illinois was considerably less than for the rest of the State. All of the twelve companies reported increases ranging from a low of 2.3% for North Shore Gas Company to a high of 31.3% for Central Illinois Public Service Company.

3. Other Gas Operating Revenue, Table 14, page 30.

This classification consists chiefly of customer's forfeited discounts and rents and accounts for only approximately 1.3% of total operating revenue.

4. Total Gas Sales, Table 13, page 29.

Sales in this table include sales to ultimate consumers, sales to others for resale and interdepartmental sales. The behavior of this account is, of course, substantially controlled by circumstances such as; the level of rates in effect, rate reductions and the relative importance of (1) industrial loads (2) sales to other gas utilities. These primarily control the rate of gain.

Revenue from total gas sales for the twelve companies amounted to $80,440,303 in 1947, an increase of 10.3% over the $72,925,525 reported for the year 1946. Therm sales rose 4.8% while the average number of customers increased 2.1%.

5. Interdepartmental Sales, Table 12, page 28.

Only two companies reported such sales for the year 1947. Central Illinois Light Company reported an increase and Illinois Power Company reported a decrease in this classification in both revenue and therm sales.

6. Sales to Other Gas Utilities, Table 11, page 27.

During 1947 only two companies, The Peoples Gas Light and Coke Company and Public Service Company of Northern Illinois, reported wholesale sales in this classification with a total revenue amounting to $2,185,306 and therm sales of 101,168,695, an increase of 5.6% and 3.0%, respectively, from the previous year.

7. Total Sales to Ultimate Consumers, Table 10, page 26.

During the period under review, revenue from the sales of gas to ultimate consumers totalled $78,249,242 in 1947, a 10.4% gain over the $70,850,047 reported for the year 1946. All of the companies reported increases in revenue ranging from a low of 2.3% for North Shore Gas Company (due to a reduction in rates for three major classes of service amounting to $233,573 per year which accompanied the introduction of natural gas 1/) to a high of 31.3% for the Central Illinois Public Service Company.

Exclusive of The Peoples Gas Light and Coke Company, the aggregate revenue in 1947 amounted to $40,110,577 with therm sales of 531,553,445. The average number of customers increased to 645,653. These results represent an increase of 15.3%, 9.7% and 3.6% in revenue, therm sales and average number of customers, respectively, as compared to similar data for 1946.

Total sales to ultimate consumers represent the most accurate index of gas sales that can be reasonably obtained and for the purpose of this report has been used as the common denominator for measuring the relative importance of consumer sales. The percentage of change recorded in gas sales to ultimate consumers during the period under review has been affected by increased use of gas in the industrial field. More gas has been used by the Industrial Non-interruptible group, reducing the availability of gas for the Industrial Interruptible group. Residential Space-heating sales also accounted for a large part of this change. It is noted that these two classifications account for over one-half or approximately 59 percent of the total sales to ultimate consumers.

Average revenue per therm rose from 7.32¢ in 1946 to 7.70¢ in 1947. Exclusive of The Peoples Gas Light and Coke Company's sales data, the average revenue per therm increased from 7.18¢ in 1946 to 7.55¢ in 1947, an increase of 0.37¢. Seven of the twelve companies recorded decreases in revenue per therm ranging from 0.26¢ to 2.03¢, while the other five companies showed increases ranging from 0.11¢ to 1.78¢ per therm.

1/ Case #33264, Effective 3-27-47.

Since there were no increases in gas rates during the period under review it is reasonable to assume that the increase in revenue per therm came about due to the large decrease in Interruptible sales, and an increase in Firm sales which are, in turn, in the higher rate group.

8. Total Residential Sales, Table 2, pages 14 and 15.

Total revenue for 1947 increased 12.7% over 1946, while therm sales increased 22.4% during the same period. The average number of customers increased 1.9%. However, inasmuch as this classification is broken down between Residential Sales, exclusive of Space-heating, and Residential Space-heating Sales as shown by Tables Nos. 3 and 4, further discussion of the total residential sales accounts seems unnecessary.

9. Residential Sales, Exclusive of Space-heating, Table 3, pages 16 and 1

The sales of gas to residential customers for all domestic purposes other than Space-heating is included in this class of service. (See Table 4, pages and).

Residential Sales, exclusive of Space-heating in 1947, accounted for 46.7% of the revenue from total sales to ultimate consumers for the twelve companies included in this study, while the therm sales in this classification accounted for only 24.5% of the total therms sold to ultimate consumers. This class of service includes 87.3% of the total gas customers in the State. These percentages indicate that residential sales are the principal source of revenue, although consuming about one-fourth of the gas sold to ultimate consumers.

Revenue from Residential Sales, exclusive of Space-heating sales, rose from $35,671,806 in 1946 to $36,565,857 in 1947, a gain of 2.5%. During the same period of comparison therm sales and the average number of customers increased 7.0% and 0.1%, respectively. Eleven of the twelve companies registered gains in revenue ranging from a low of 1.5% for the Iowa-Illinois Gas and Electric Company to a high of 3.9% for the Union Gas & Electric Company. Central Illinois Electric and Gas Company showed a decrease of 2.0% in revenue. Therm sales all showed increases and the average number of customers increased for one-half of the companies and decreased for the remainder.

Exclusive of The Peoples Gas Light and Coke Company's sales

data the remaining companies' aggregate revenue and therm sales increased 2.3% and 5.7%, respectively, with number of customers decreasing 0.3%. This would indicate that the rate of increase percentage-wise for The Peoples Gas Light and Coke Company is a little above the average for the State.

The average revenue for domestic sales of the twelve companies increased 0.65¢ per therm during 1947 as compared with 1946. All of the companies registered decreases in revenue per therm ranging from 0.28¢ to 2.23¢.

In 1947, the average usage per customer in this class of service was 184 therms which was an increase of 12 therms per customer over a like average of 172 therms use per customer in 1946. All companies registered gains ranging from a low of five therms to a high of eighteen therms per customer.

Revenue per customer also showed an increase of 2.4%, or from $26.30 in 1946 to $26.94 in 1947. Revenue per customer for the twelve companies during 1947 ranged from $24.30 for The Peoples Gas Light and Coke Company to $41.32 for the North Shore Gas Company.

The percentage relationship of residential sales to ultimate consumer sales shows that Union Gas & Electric Company's residenital revenue and therm sales were the highest with residential revenue constituting approximately 73% of ultimate consumer revenue and therm sales comprising about 67% of the ultimate consumer therm sales. Iowa-Illinois Gas and Electric Company's residential revenue and therm sales were the lowest with residential revenue accounting for 30% of ultimate consumer revenue and therm sales registering 12% of ultimate consumer therm sales.

10. <u>Residential Space-heating Sales, Table 4, pages 18 and 19.</u>

It should be noted that the indicated percent increase in number of customers served, is based on the yearly average number of customers. Subsequent to the close of the war and prior to certain curtailment orders of the Illinois Commerce Commission entered during 1946 there were no controls and a large number of space-heating customers were added, particularly during the latter part of 1946. Inspection of monthly records of customers connected (not shown in this report) indicate that relatively few space-heating customers have been added during 1947, since as stated, a substantial

number of customers were added late in 1946. It follows that 1947 consumption figures will reflect increased sales, due in part to new customers added in the latter part of 1946.

Although only a small percentage (5.6%) of residential customers used gas for space-heating this class of service accounted for 22.0% of total revenue from sales to ultimate consumers; it also accounted for 21.5% of total ultimate consumer therm sales. For the individual companies these percentages of total sales to ultimate consumers showed a wide variation, ranging from a low of 3.2% in revenue for Union Gas & Electric Company to a high of 37.4% for Central Illinois Light Company. Percentages of therm sales also varied accordingly.

Total revenue from Residential Space-heating sales amounted to $17,216,607 in 1947, an increase of 42.9% from the $12,050,937 reported in 1946. Therm sales increased from 149,023,530 in 1946 to 218,113,435 in 1947, an increase of 46.4%, while the average number of customers showed an increase of 32.2%.

In 1947, 105,644 Residential Space-heating customers paid an average of 7.89¢ per therm for service as compared with slightly less than an average of 8.09¢ per therm in 1946. Average use per customer increased from 1,865 therms in 1946 to 2,065 in 1947, the average annual bill increased from $150.81 in 1946 to $162.97 in 1947, an average increase of $12.16 per customer.

Various factors in 1947 were instrumental in affecting the increases recorded in this class of business as compared to 1946. One of these is that the mean temperature in Illinois was 55.1 degrees in 1946 as compared to 52.6 degrees in 1947 1/.

11. Commercial Sales, Table 5, pages 20 and 21.

This class of service in the aggregate accounted for approximately 12.6% of the revenue and 12.3% of the therms sold out of total revenue and sales to ultimate consumers during 1947. Similarly, individual company ratios varied from 21.0% to 7.5% in revenue received and from 24.7% to 5.3% for therms sold.

1/ See Climatological Data, United States Department of Commerce, Weather Bureau Illinois Section, Volume LII, No. 13.

Included in this classification are sales for space-heating, off-peak water heating and a wide variety of other so-called commercial uses, these of which, have had their effect on sales in this category with respect to 1947. During the period under comparison the revenue and therm sales showed an increase of 17.8% and 24.8%, respectively, while the average number of customers increased 5.6%. A total of 80,116 customers in 1947 paid an average of 7.93¢ per therm for an average consumption of 1,556 therms with an average annual bill of $123.31. For the twelve companies, exclusive of The Peoples Gas Light and Coke Company, the average revenue was 9.29¢ per therm, with an average annual consumption per customer of 1,322 therms and an annual average revenue of $122.81 from 38,278 customers.

12. Industrial Non-interruptible Sales, Table 6, page 22.

Gas sold to customers in this classification includes firm gas sold for manufacturing and other industrial purposes.

Industrial Non-interruptible sales revenue increased from $7,964,665 in 1946 to $9,775,308 in 1947, a gain of 22.7%, while therm sales rose from 150,487,863 to 194,605,609, a rise of 29.3%. The average number of customers show an increase of 7.1% or from 9,594 to 10,277. Excluding The Peoples Gas Light and Coke Company's operations from the totals, the remaining companies registered increases in revenue and therm sales of 35.2% and 41.2%, respectively, while the average number of customers increased 26.8%.

All of the companies reporting this class of sales, with the exception of North Shore Gas Company reported increases in revenue, therm sales and number of customers during 1947. Union Electric Power Company reported no sales in this classification for 1946.

Revenue per therm for the combined twelve companies averaged 5.02¢ in 1947, a decline of 0.27¢ from the average of 5.29¢ reported in 1946, while the individual company's average ranged from a low of 3.08¢ for Western United Gas and Electric Company to a high of 15.96¢ for the Union Gas and Electric Company.

13. Industrial Interruptible Sales, Table 7, page 23.

Gas sold in this class of service accounted for 6.0% of total ultimate consumer revenue, while it represented 22.4% of total therms

sold. The total Industrial Interruptible customers averaged 103 for the year which was less than one-tenth of one percent of the total ultimate consumers. It is evident from the above statement that this class of service is one of the larger consumers of gas, ranking third to residential sales and sixth in terms of revenue. The reason for the comparatively small amount of revenue from interruptible sales is due to the relatively low rates under which this type of service is furnished.

Therm sales in this classification recorded the only decline in sales in any class of service, having dropped from a total sales in 1946 of 334,316,922 therms to 227,626,861 therms during 1947; a decrease in volume of 31.9%. Revenue likewise was reduced from $6,678,683 in 1946 to $4,681,993 in 1947 a reduction of 29.9%. Number of customers dropped from 128 in 1946 to 103 in 1947 resulting in a decrease of 19.5%. Excluding The Peoples Gas Light and Coke Company's sales data revenue, therm sales and average number of customers decreased 21.9%, 24.2% and 19.8%, respectively.

For the individual companies, Central Illinois Electric and Gas Company registered increases of 5.9% for revenue and 3.4% for therm sales with no change in number of customers. Western United Gas and Electric Company recorded a gain of 25.0% in average number of customers due to the addition of a single customer.

For all companies the average revenue per therm increased from 2.00¢ in 1946 to 2.06¢ in 1947, an average increase of 0.06¢ per therm. Of the nine companies reporting this class of service all of them recorded increases ranging up to 0.12¢ per therm. The lowest revenue per therm for interruptible sales was reported by The Peoples Gas Light and Coke Company, that being 1.86¢ and the highest 2.91¢ was by Illinois Power Company.

14. <u>All Other Classes of Service, Tables 8 and 9, pages 24 and 25</u>.

The combined sales of Public Street and Highway Lighting and Other sales to Public Authorities accounted for approximately two-tenths of one percent of the total revenue and therm sales to ultimate consumers.

Only three companies with one customer each reported Public Street and Highway Lighting sales. Total revenue amounted to $26,206

during 1947, a decrease of 1.8% from a total of $26,675 reported in 1946. Therm sales showed a small increase of 0.2% or from 488,120 in 1946 to 489,015 in 1947.

The four companies reporting Other Sales to Public Authorities recorded an aggregate revenue of $104,511, an increase of 44.0% from the $72,585 reported for 1946. During the same period therm sales and the average number of customers increased 52.2% and 12.4%, respectively.

Table 1.#
ILLINOIS GAS UTILITIES*
GAS SALES BY CLASS OF SERVICE**

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1947	1946	Change	1947	1946	Change	1947	1946	Change
TOTAL GAS OPERATING REVENUES	$81,530,540	$73,854,661	10.4%						
Other Gas Revenues	1,090,237	929,136	17.3						
Total Gas Sales	80,440,303	72,925,525	10.3	1,117,207,219	1,066,156,345	4.8%	1,554,495	1,522,457	2.1%
Interdepartmental Sales	5,755	6,331	-9.1	139,099	151,492	-8.2	-	-	-
Sales to Other Gas Utilities	2,185,306	2,069,147	5.6	101,168,695	98,201,452	3.0	2	2	0.0
Total Sales to Ultimate Consumers	78,249,242	70,850,047	10.4	1,015,899,425	967,803,401	5.0	1,554,493	1,522,455	2.1
Total Residential Sales	53,782,464	47,722,743	12.7	467,290,826	381,793,610	22.4	1,463,190	1,436,169	1.9
Residential Sales, ex. of Space-htg.	36,565,857	35,671,806	2.5	249,177,391	232,770,080	7.0	1,357,546	1,356,259	0.1
Residential Space-heating Sales	17,216,607	12,050,937	42.9	218,113,435	149,023,530	46.4	105,644	79,910	32.2
Total Commercial Sales	9,878,760	8,384,696	17.8	124,643,915	99,899,985	24.8	80,116	75,846	5.6
Industrial Non-Interruptible	9,775,308	7,964,665	22.7	194,605,609	150,487,863	29.3	10,277	9,594	7.1
Industrial Interruptible	4,681,993	6,678,683	-29.9	227,626,861	334,316,922	-31.9	103	128	-19.5
Public St. & Highway Lighting	26,206	26,675	-1.8	489,015	488,120	0.2	3	3	0.0
Other Sales to Public Authorities	104,511	72,585	44.0	1,243,199	816,901	52.2	804	715	12.4

See footnotes on the following supporting tables.
* Twelve large companies. See page 2 for list.
** Inter-company transaction have not been eliminated.

Table 1. # (Continued)
ILLINOIS GAS UTILITIES*
GAS SALES BY CLASS OF SERVICE**

	REVENUE PER THERM 1947	% TOTAL OPERATING REVENUE 1947	% TOTAL SALES TO ULTIMATE CONSUMERS 1947	
			REV	THERMS
TOTAL GAS OPERATING REVENUES	-	100.00%	-	-
Other Gas Revenues	-	1.34	-	-
Total Gas Sales	7.20¢	98.66	-	-
Interdepartmental Sales	4.14	0.01	-	-
Sales to Other Gas Utilities	2.16	2.68	-	-
Total Sales to Ultimate Consumers	7.70	95.97	100.00%	100.00%
Total Residential Sales	11.51	65.97	68.73	46.00
Residential Sales, ex. of Space-htg.	14.67	44.85	46.73	24.53
Residential Space-heating Sales	7.89	21.12	22.01	21.47
Total Commercial Sales	7.93	12.11	12.62	12.27
Industrial Non-Interruptible	5.02	11.99	12.49	19.16
Industrial Interruptible	2.06	5.74	5.99	22.40
Public St. & Highway Lighting	5.36	0.03	0.03	0.05
Other Sales to Public Authorities	8.41	0.13	0.13	0.12

See footnotes on the following supporting tables.
* Twelve large companies. See page 2 for list.
** Inter-company transactions have not been eliminated.

Table 2.
ILLINOIS GAS UTILITIES
TOTAL RESIDENTIAL SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1947	1946	Change	1947	1946	Change	1947	1946	Change
TOTAL 12 COMPANIES	$53,782,464	$47,722,743	12.7%	467,290,826	381,793,610	22.4%	1,436,190	1,436,169	1.9%
TOTAL 12 COMPANIES ex. of The Peoples Gas Light & Coke Company	28,049,616	23,969,776	17.0	242,669,309	188,087,577	29.0	604,816	586,600	3.1
Cent. Ill. Elec. & Gas Co.	1,418,099	1,226,024	15.7	10,060,236	6,822,112	47.5	35,955	35,374	1.6
Cent. Ill. Light Company	3,087,674	2,428,210	27.2	35,091,641	25,053,970	40.1	62,594	59,692	4.9
Cent. Ill. Pub. Ser. Co.	1,332,990	997,017	33.7	12,503,592	7,833,734	59.6	29,458	27,499	7.1
Illinois Northern Utilities Co.	637,508	507,430	25.6	4,385,090	2,897,741	51.3	17,864	17,205	3.8
Illinois Power Company	4,047,593	3,367,871	20.2	30,672,941	21,866,568	40.3	100,492	97,409	3.2
Iowa-Illinois Gas & Elec. Co.	888,573	755,361	17.6	8,169,043	6,293,807	29.8	23,629	23,210	1.8
North Shore Gas Company	1,528,644	1,468,760	4.1	10,009,506	8,554,159	17.0	27,729	27,359	1.4
Public Ser. Co. of No. Ill.	9,648,797	8,382,628	15.1	87,297,029	71,865,791	21.5	190,497	184,890	3.0
The Peoples Gas Lt. & Coke Co.	25,732,848	23,752,967	8.3	224,621,517	193,706,033	16.0	858,374	849,569	1.0
Union Elec. Power Company	241,834	187,806	28.8	2,051,280	1,338,475	53.3	5,969	5,567	7.2
Union Gas & Electric Co.	333,929	317,365	5.2	1,661,143	1,541,655	7.8	10,236	10,046	1.9
Western United Gas & Elec. Co.	4,883,975	4,331,304	12.8	40,767,808	34,019,565	19.8	100,393	98,349	2.1

Table 2. (Continued)
ILLINOIS GAS UTILITIES
TOTAL RESIDENTIAL SALES

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL SALES TO ULTIMATE CONSUMERS 1947	
	1947	1946	1947	1946	1947	1946	REV	THERMS
TOTAL 12 COMPANIES	11.51¢	12.50¢	319	266	$36.76	$33.23	68.73%	46.00%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Light & Coke Company	11.56	12.74	401	321	46.38	40.86	69.93	45.65
Cent. Ill. Elec. & Gas Co.	14.10	17.97	280	193	39.44	34.66	62.33	43.44
Cent. Ill. Light Company	8.80	9.69	561	420	49.33	40.68	69.34	47.32
Cent. Ill. Pub. Ser. Co.	10.66	12.73	424	285	45.25	36.26	70.33	53.74
Illinois Northern Utilities Co.	14.54	17.51	245	168	35.69	29.49	65.90	37.08
Illinois Power Company	13.20	15.40	305	224	40.28	34.57	71.61	54.84
Iowa-Illinois Gas & Elec. Co.	10.88	12.00	346	271	37.61	32.54	48.06	25.14
North Shore Gas Company	15.27	17.17	361	313	55.13	53.68	82.54	79.81
Public Ser. Co. of No. Illinois	11.05	11.66	458	389	50.65	45.34	68.25	39.67
The Peoples Gas Lt. & Coke Co.	11.46	12.26	262	228	29.98	27.96	67.47	46.38
Union Elec. Power Company	11.79	14.03	344	240	40.51	33.74	80.05	74.73
Union Gas & Electric Co.	20.10	20.59	162	153	32.62	31.59	75.81	72.49
Western United Gas & Elec. Co.	11.98	12.73	406	346	48.65	44.04	77.69	55.80

Table 3.
ILLINOIS GAS UTILITIES
RESIDENTIAL SALES, EXCLUSIVE OF SPACE-HEATING*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1947	1946	Change	1947	1946	Change	1947	1946	Change
TOTAL 12 COMPANIES	$36,565,857	$35,671,806	2.5%	249,177,391	232,770,080	7.0%	1,357,546	1,356,259	0.1%
TOTAL 12 COMPANIES ex. of The Peoples Gas Light & Coke Co.	16,613,986	16,240,489	2.3	98,939,664	93,641,531	5.7	536,369	537,951	-0.3
Cent. Ill. Elec. & Gas Co.	1,026,960	1,047,652	-2.0	5,427,765	4,953,308	9.6	33,565	34,316	-2.2
Cent. Ill. Light Company	1,423,560	1,388,345	2.5	10,561,253	10,047,987	5.1	50,315	51,535	-2.4
Cent. Ill. Pub. Ser. Co.	716,703	694,193	3.2	3,926,984	3,746,091	4.8	25,179	25,147	0.1
Ill. Northern Utilities Co.	481,037	464,017	3.7	2,596,013	2,413,926	7.5	16,879	16,882	0.0 1/
Illinois Power Company	2,882,000	2,814,649	2.4	15,616,762	14,765,669	5.8	93,008	93,713	-0.8
Iowa-Illinois Gas & Elec. Co.	568,376	559,732	1.5	3,908,888	3,761,252	3.9	21,087	21,543	-2.1
North Shore Gas Company	1,074,980	1,111,701	-3.3	5,346,510	5,040,228	6.1	26,014	26,059	-0.2
Pub. Ser. Co. of No. Ill.	4,986,255	4,804,706	3.8	30,947,882	29,247,254	5.8	165,576	164,323	0.8
The Peoples Gas Light & Coke Co.	19,951,871	19,431,317	2.7	150,237,727	139,128,549	8.0	821,177	818,308	0.4
Union Electric Power Company	136,506	132,345	3.1	702,832	662,301	6.1	5,175	5,097	1.5
Union Gas & Elec. Company	319,914	307,936	3.9	1,530,320	1,453,033	5.3	10,164	9,997	1.7
Western United Gas & Elec. Co.	2,997,695	2,915,213	2.8	18,374,455	17,550,482	4.7	89,407	89,339	0.1

* Includes all sales of gas to residential customers for lighting, cooking, water heating, refrigeration and other domestic purposes except those classified as Residential Space-heating (see footnote */, Table 4).

1/ Less than one-half of one-tenth percent decrease.

Table 3. (Continued)
ILLINOIS GAS UTILITIES
RESIDENTIAL SALES, EXCLUSIVE OF SPACE-HEATING*

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL SALES TO ULTIMATE CONSUMERS 1947	
	1947	1946	1947	1946	1947	1946	REV	THERMS
TOTAL 12 COMPANIES	14.67¢	15.32¢	184	172	$26.94	$26.30	46.73%	24.53%
TOTAL 12 COMPANIES ex. of The Peoples Gas Light & Coke Co.	16.79	17.34	184	174	30.97	30.19	41.42	18.61
Cent. Ill. Elec. & Gas Co.	18.92	21.15	162	144	30.60	30.53	45.14	23.44
Cent. Ill. Light Company	13.48	13.82	210	195	28.29	26.94	31.97	14.24
Cent. Ill. Pub. Ser. Co.	18.25	18.53	156	149	28.46	27.61	37.82	16.88
Ill. Northern Utilities Co.	18.53	19.22	154	143	28.50	27.49	49.73	21.95
Illinois Power Company	18.45	19.06	168	158	30.99	30.03	50.99	27.92
Iowa-Illinois Gas & Elec. Co.	14.54	14.88	185	175	26.95	25.98	30.74	12.03
North Shore Gas Company	20.11	22.06	205	193	41.32	42.66	58.04	42.63
Pub. Ser. Co. of No. Ill.	16.11	16.43	187	178	30.11	29.24	35.27	14.06
The Peoples Gas Light & Coke Co.	13.28	13.97	183	170	24.30	23.75	52.31	31.02
Union Electric Power Company	19.42	19.98	136	130	26.38	25.97	45.19	25.60
Union Gas & Electric Co.	20.91	21.19	151	146	31.48	30.80	72.63	66.78
Western United Gas & Elec. Co.	16.31	16.61	206	196	33.53	32.63	47.69	25.15

* Includes all sales of gas to residential customers for lighting, cooking, water heating, refrigeration and other domestic purposes except those classified as Residential Space-heating (see footnote */, Table 4).

1/ Less than one-half of one-tenth percent decrease.

Table 4.
ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE-HEATING SALES*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1947	1946	Change	1947	1946	Change	1947	1946	Change
TOTAL 12 COMPANIES	$17,216,607	$12,050,937	42.9%	218,113,435	149,023,530	46.4%	105,644	79,910	32.2%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	11,435,630	7,729,287	48.0	143,729,645	94,446,046	52.2	68,447	48,649	40.7
Cent. Ill. Elec. & Gas Co.	391,139	178,372	119.3	4,632,471	1,868,804	147.9	2,390	1,058	125.9
Cent. Illinois Light Co.	1,664,114	1,039,865	60.0	24,530,388	15,005,983	63.5	12,279	8,157	50.5
Cent. Ill. Pub. Ser. Co.	616,287	302,824	103.5	8,576,608	4,087,643	109.8	4,279	2,352	81.9
Illinois Northern Utilities Co.	156,471	43,413	260.4	1,789,077	483,815	269.8	985	323	205.0
Illinois Power Company	1,165,593	553,222	110.7	15,056,179	7,100,899	112.0	7,484	3,696	102.5
Iowa-Illinois Gas & Elec. Co.	320,197	195,629	63.7	4,260,155	2,532,555	68.2	2,542	1,667	52.5
North Shore Gas Company	453,664	357,059	27.1	4,662,996	3,513,931	32.7	1,715	1,300	31.9
Pub. Ser. Co. of No. Ill.	4,662,542	3,577,922	30.3	56,349,147	42,618,537	32.2	24,921	20,567	21.2
The Peoples Gas Lt. & Coke Co.	5,780,977	4,321,650	33.8	74,383,790	54,577,484	36.3	37,197	31,261	19.0
Union Electric Power Co.	105,328	55,461	89.9	1,348,448	676,174	99.4	794	470	68.9
Union Gas & Electric Co.	14,015	9,429	48.6	130,823	88,622	47.6	72	49	46.9
Western United Gas & Elec. Co.	1,886,280	1,416,091	33.2	22,393,353	16,469,083	36.0	10,986	9,010	21.9

* Includes gas sold under separately metered space-heating rates and gas used for space-heating and for residential purposes other than space-heating in the case of sales under combination rates which do not provide for the quantity of gas used for space-heating. All other Residential Sales are included in Table 3.

Table 4. (Continued)
ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE-HEATING SALES*

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL SALES TO ULTIMATE CONSUMERS 1947	
	1947	1946	1947	1946	1947	1946	REV	THERMS
TOTAL 12 COMPANIES	7.89¢	8.09¢	2,065	1,865	$162.97	$150.81	22.01%	21.47%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	7.96	8.18	2,100	1,941	167.07	158.88	28.51	27.04
Cent. Ill. Elec. & Gas Co.	8.44	9.54	1,938	1,766	163.66	168.59	17.19	20.00
Cent. Illinois Light Co.	6.78	6.93	1,998	1,840	135.53	127.48	37.37	33.08
Cent. Ill. Pub. Ser. Co.	7.19	7.41	2,004	1,738	144.03	128.75	32.51	36.86
Illinois Northern Utilities Co.	8.75	8.97	1,816	1,498	158.85	134.41	16.17	15.13
Illinois Power Company	7.74	7.79	2,012	1,921	155.74	149.68	20.62	26.92
Iowa-Illinois Gas & Elec. Co.	7.52	7.72	1,676	1,519	125.96	117.35	17.32	13.11
North Shore Gas Company	9.73	10.16	2,719	2,703	264.53	274.66	24.50	37.18
Pub. Ser. Co. of No. Ill.	8.27	8.40	2,261	2,072	187.09	173.96	32.98	25.61
The Peoples Gas Lt. & Coke Co.	7.77	7.92	2,000	1,746	155.42	138.24	15.16	15.36
Union Electric Power Company	7.81	8.20	1,698	1,439	132.65	118.00	34.86	49.13
Union Gas & Electric Co.	10.71	10.64	1,817	1,809	194.65	192.43	3.18	5.71
Western United Gas & Elec. Co.	8.42	8.60	2,047	1,828	171.70	157.17	30.00	30.65

* Includes gas sold under separately metered space-heating rates and gas used for space-heating and for residential purposes other than space-heating in the case of sales under combination rates which do not provide for the quantity of gas used for space-heating. All other Residential Sales are included in Table 3.

Table 5
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1947	1946	Change	1947	1946	Change	1947	1946	Change
TOTAL 12 COMPANIES	$9,878,760	$8,384,696	17.8%	124,643,915	99,899,985	24.8%	80,116	75,846	5.6%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	4,700,737	3,595,274	30.7	50,611,523	34,937,172	44.9	38,278	34,411	11.2
Cent. Ill. Elec. & Gas Co.	258,985	224,233	15.5	2,282,648	1,705,826	33.8	1,792	1,726	3.8
Cent. Ill. Light Company	542,018	407,171	33.1	6,559,278	4,523,086	45.0	3,872	3,520	10.0
Cent. Ill. Pub. Ser. Co.	397,753	272,720	45.8	5,750,286	3,591,963	60.1	3,111	2,794	11.3
Ill. Northern Utilties Co.	102,287	79,508	28.6	1,033,765	623,474	65.9	1,131	1,037	9.1
Illinois Power Company	1,129,305	772,540	46.2	11,688,644	6,789,467	72.2	8,974	7,652	17.3
Iowa-Illinois Gas & Elec. Co.	254,315	180,294	41.1	3,250,649	1,960,784	65.8	2,180	2,098	3.9
North Shore Gas Company	229,159	228,500	0.3	1,590,416	1,507,712	5.5	1,317	1,289	2.2
Pub. Ser. Co. of No. Ill.	1,060,749	860,609	23.3	11,577,706	8,947,825	29.4	9,060	8,429	7.5
The Peoples Gas Lt. & Coke Co.	5,178,023	4,789,422	8.1	74,032,392	64,962,813	14.0	41,838	41,435	1.0
Union Electric Power Co.	59,050	42,601	38.6	667,037	428,515	55.7	429	411	4.4
Union Gas & Electric Co.	65,206	56,457	15.5	375,228	321,233	16.8	551	539	2.2
Western United Gas & Electric Co.	601,910	470,641	27.9	5,835,864	4,537,287	28.6	5,861	4,916	19.2

* Includes sales to commercial customers using gas for space-heating.

Table 5. (Continued)
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES*

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL SALES TO ULTIMATE CONSUMERS 1947	
	1947	1946	1947	1946	1947	1946	REV	THERMS
TOTAL 12 COMPANIES	7.93¢	8.39¢	1,556	1,317	$123.31	$110.55	12.62%	12.27%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	9.29	10.29	1,322	1,015	122.81	104.48	11.72	9.53
Cent. Ill. Elec. & Gas Co.	11.35	13.15	1,274	988	144.52	129.91	11.39	9.86
Cent. Ill. Light Company	8.26	9.00	1,694	1,285	139.98	115.67	12.17	8.85
Cent. Ill. Pub. Ser. Co.	6.92	7.59	1,848	1,286	127.85	97.61	20.99	24.72
Ill. Northern Utilities Co.	9.89	12.75	914	601	90.44	76.67	10.57	8.74
Illinois Power Company	9.66	11.38	1,303	887	125.84	100.96	19.98	20.89
Iowa-Illinois Gas & Elec. Co.	7.82	9.19	1,491	935	116.66	85.94	13.76	10.00
North Shore Gas Company	14.41	15.16	1,208	1,170	174.00	177.27	12.37	12.68
Pub. Ser. Co. of No. Ill.	9.16	9.62	1,278	962	117.08	102.10	7.50	5.26
The Peoples Gas Lt. & Coke Co.	6.99	7.37	1,770	1,568	123.76	115.59	13.58	15.28
Union Elec. Power Company	8.85	9.94	1,555	1,043	137.65	103.65	19.55	24.30
Union Gas & Elec. Co.	17.38	17.58	681	596	118.34	104.74	14.81	16.38
Western United Gas & Elec. Co.	10.31	10.37	996	923	102.70	95.74	9.58	7.99

* Includes sales to commercial customers using gas for space-heating.

Table 6.
ILLINOIS GAS UTILITIES
INDUSTRIAL NON-INTERRUPTIBLE

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL SALES TO ULTIMATE CONSUMERS 1947	
	1947	1946	Change	1947	1946	Change	1947	1946	Change	1947	1946	REV	THERMS
TOTAL 12 COMPANIES	$9,775,308	$7,964,665	22.7%	194,605,609	150,487,863	29.3%	10,277	9,594	7.1%	5.02¢	5.29¢	12.49%	19.16%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Light&Coke Co.	3,971,924	2,938,401	35.2	84,795,160	60,046,296	41.2	1,656	1,306	26.8	4.68	4.89	9.90	15.95
Cent. Ill. Elec. & Gas Co.	523,051	443,932	17.8	7,528,074	5,969,643	26.1	165	167	-1.2	6.95	7.44	22.99	32.51
Cent. Ill. Light Company	279,667	202,729	38.0	6,629,219	4,446,400	49.1	71	66	7.6	4.22	4.56	6.28	8.94
Cent. Ill. Pub. Ser. Co.	110,854	100,900	9.9	2,569,102	2,347,299	9.4	13	12	8.3	4.31	4.30	5.85	11.04
Ill. Northern Utilities Co.	141,006	94,624	49.0	2,350,124	1,524,734	54.1	58	48	20.8	6.00	6.21	14.58	19.88
Illinois Power Company	159,544	92,641	72.2	2,727,516	1,489,318	83.1	78	60	30.0	5.85	6.22	2.82	4.88
Iowa-Illinois Gas & Elec. Co.	375,891	267,345	40.6	8,226,502	5,585,623	47.3	45	42	7.1	4.57	4.79	20.33	25.31
North Shore Gas Company	92,021	110,496	-16.7	924,065	947,907	-2.5	84	81	3.7	9.96	11.66	4.97	7.37
Pub. Ser. Co. of No. Ill.	1,542,722	1,003,977	53.7	30,586,920	18,606,524	64.4	1,021	726	40.6	5.04	5.40	10.91	13.90
The Peoples Gas Lt. & Coke Co.	5,803,384	5,026,264	15.5	109,810,449	90,441,567	21.4	8,621	8,288	4.0	5.28	5.56	15.22	22.68
Union Electric Power Co. 1/	1,210	-	-	26,641	-	-	-	-	-	4.54	-	0.40	0.97
Union Gas & Elec. Co.	37,201	20,308	83.2	233,098	123,478	88.8	20	19	5.3	15.96	16.45	8.45	10.17
Western United Gas & Elec. Co.	708,757	601,449	17.8	22,993,899	19,005,370	21.0	101	85	18.8	3.08	3.16	11.27	31.48

1/ Except that Union Electric Power Company reported no Industrial Non-Interruptible Sales for 1946.

Table 7.
ILLINOIS GAS UTILITIES
INDUSTRIAL INTERRUPTIBLE

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% OF TOTAL SALES TO ULT. CONS. 1947	
	1947	1946	Change	1947	1946	Change	1947	1946	Change	1947	1946	REV	THERMS
TOTAL 12 COMPANIES 1/	$4,681,993	$6,678,683	-29.9%	227,626,861	334,316,922	-31.9%	103	128	-19.5%	2.06¢	2.00¢	5.99%	22.40%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt.&Coke Co. 1/	3,280,234	4,201,004	-21.9	152,196,594	200,806,181	-24.2	97	121	-19.8	2.16	2.09	8.18	28.63
Cent. Ill. Elec. & Gas Co.	74,764	70,590	5.9	3,286,590	3,178,760	3.4	2	2	0.0	2.27	2.22	3.29	14.19
Cent. Ill. Light Company	543,788	618,343	-12.1	25,871,870	30,840,071	-16.1	3	5	-40.0	2.10	2.00	12.21	34.89
Cent. Ill. Pub. Ser. Co.	53,675	73,298	-26.8	2,443,731	3,402,636	-28.2	1	1	0.0	2.20	2.15	2.83	10.50
Illinois Northern Utilities	74,157	152,002	-51.2	3,903,018	8,000,113	-51.2	1	1	0.0	1.90	1.90	7.67	33.01
Illinois Power Company	315,892	360,133	-12.3	10,847,612	12,651,021	-14.3	33	49	-32.7	2.91	2.85	5.59	19.39
Iowa-Illinois Gas & Elec. Co.	330,035	338,693	-2.6	12,853,535	13,800,095	-6.9	12	17	-29.4	2.57	2.45	17.85	39.55
Pub. Ser. Co. of No. Illinois	1,826,060	2,521,520	-27.6	89,882,596	125,485,530	-28.4	40	42	-4.8	2.03	2.01	12.92	40.84
The Peoples Gas Lt. & Coke Co.	1,401,759	2,477,679	-43.4	75,430,267	133,510,741	-43.5	6	7	-14.3	1.86	1.86	3.67	15.57
Western United Gas & Elec. Co.	61,863	66,425	-6.9	3,107,642	3,447,955	-9.9	5	4	25.0	1.99	1.93	0.98	4.25

1/ Except that North Shore Gas Company, Union Electric Power Company and Union Gas and Electric Company, three of the twelve companies report no Industrial Interruptible Sales in either year.

Table 8.
ILLINOIS GAS UTILITIES
PUBLIC STREET & HIGHWAY LIGHTING

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL SALES TO ULTIMATE CONSUMERS 1947	
	1947	1946	Change	1947	1946	Change	1947	1946	Change	1947	1946	REV	THERMS
TOTAL 12 COMPANIES 1/	$26,206	$26,675	-1.8%	489,015	488,120	0.2%	3	3	0.0%	5.36¢	5.46¢	0.03%	0.05%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Light & Co. 1/	3,555	3,560	-0.2	37,660	36,887	2.1	2	2	0.0	9.44	9.65	0.01	0.01
North Shore Gas Company	2,230	2,218	0.5	17,571	16,511	6.4	1	1	0.0	12.69	13.43	0.12	0.14
Public Ser. Co. of No. Ill.	1,325	1,342	-1.3	20,089	20,376	-1.4	1	1	0.0	6.60	6.59	0.01	0.01
The Peoples Gas Lt. & Coke Co.	22,651	23,115	-2.0	451,355	451,233	0.0 2/	1	1	0.0	5.02	5.12	0.06	0.09

1/ Except that Central Illinois Electric & Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Illinois Power Company, Illinois Northern Utilities Company, Iowa-Illinois Gas & Electric Company, Union Electric Power Company, Union Gas & Electric Company and Western United Gas & Electric Company, nine of the twelve companies, reported no Public Street and Highway Lighting Sales in either year.

2/ Less than one-half of one-tenth percent increase.

Table 9
ILLINOIS GAS UTILITIES
OTHER SALES TO PUBLIC AUTHORITIES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL SALES TO ULTIMATE CONSUMERS 1947	
	1947	1946	Change	1947	1946	Change	1947	1946	Change	1947	1946	REV	THERMS
TOTAL 12 COMPANIES 1/	$104,511	$72,585	44.0%	1,243,199	816,901	52.2%	804	715	12.4%	8.41¢	8.89¢	0.13%	0.12%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Light & Coke Co. 1/	104,511	72,585	44.0	1,243,199	816,901	52.2	804	715	12.4	8.41	8.89	0.26	0.23
Ill. No. Utilities Company	12,365	3,587	244.7	152,589	27,690	451.1	57	55	3.6	8.10	12.95	1.28	1.29
Public Ser. Co. of No. Ill.	57,730	48,878	18.1	716,435	595,091	20.4	425	420	1.2	8.06	8.21	0.41	0.32
Union Gas & Elec. Co.	4,111	3,800	8.2	22,007	20,130	9.3	24	25	-4.0	18.68	18.88	0.93	0.96
Western United Gas & Elec. Co.	30,305	16,320	85.7	352,168	173,990	102.4	298	215	38.6	8.61	9.38	0.48	0.48

1/ Except that Central Illinois Electric and Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Illinois Power Company, North Shore Gas Company, Iowa-Illinois Gas and Electric Company, The Peoples Gas Light and Coke Company and Union Electric Power Company, reported no Other Sales to Public Authorities.

Table 10.
ILLINOIS GAS UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1947	1946	Change	1947	1946	Change	1947	1946	Change	1947	1946
TOTAL 12 COMPANIES	$78,249,242	$70,850,047	10.4%	1,015,899,425	967,803,401	5.0%	1,554,493	1,5[illegible],455	2.1%	7.70¢	7.32¢
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	40,110,577	34,780,599	15.3	531,553,445	484,731,014	9.7	645,653	623,155	3.6	7.55	7.18
Cent. Ill. Elec. & Gas Co.	2,274,899	1,964,778	15.8	23,157,548	17,676,341	31.0	37,914	37,269	1.7	9.82	11.12
Cent. Ill. Light Co.	4,453,147	3,656,452	21.8	74,152,008	64,863,527	14.3	66,540	63,283	5.1	6.01	5.64
Cent. Ill. Pub. Ser. Co.	1,895,272	1,443,933	31.3	23,266,711	17,175,632	35.5	32,583	30,306	7.5	8.15	8.41
Ill. Northern Utilities Co.	967,323	837,152	15.5	11,824,586	13,073,752	-9.6	19,111	18,346	4.2	8.18	6.40
Illinois Power Company	5,652,334	4,593,185	23.1	55,936,713	42,796,374	30.7	109,577	105,170	4.2	10.10	10.73
Iowa-Illinois Gas & Elec. Co.	1,848,814	1,541,693	19.9	32,499,729	27,640,309	17.6	25,866	25,367	2.0	5.69	5.58
North Shore Gas Company	1,852,054	1,809,974	2.3	12,541,558	11,026,289	13.7	29.131	28,[illegible]	1.4	14.77	16.42
Pub. Ser. Co. of No. Ill.	14,137,383	12,818,956	10.3	220,080,775	225,521,137	-2.4	201,044	194,568	3.4	6.42	5.68
The Peoples Gas Lt. & Coke Co.	38,138,665	36,069,448	5.7	484,345,980	483,072,387	0.3	908,840	899,[illegible]	1.1	7.87	7.47
Union Elec. Power Company	302,094	230,406	31.1	2,744,960	1,766,990	55.3	6,[illegible]8	5,978	7.0	11.01	13.04
Union Gas & Elec. Co.	440,447	397,930	10.7	2,291,476	2,006,496	14.2	10,631	10,629	1.9	19.22	19.83
Western United Gas & Elec. Co.	6,286,810	5,486,140	14.6	73,057,381	61,184,167	19.4	106,658	103,569	3.0	8.61	8.97

* See footnotes on supporting tables, preceding.

Table 11
ILLINOIS GAS UTILITIES
SALES TO OTHER GAS UTILITIES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1947	1946	Change	1947	1946	Change	1947	1946	Change	1947	1946
TOTAL 12 COMPANIES 1/	$2,185,306	$2,069,147	5.6%	101,168,695	98,201,452	3.0%	2	2	0.0%	2.16¢	2.11¢
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co. 1/	46,495	48,013	-3.2	2,245,836	2,246,186	0.0 2/	1	1	0.0	2.07	2.14
Pub. Ser. Co. of No. Ill.	46,495	48,013	-3.2	2,245,836	2,246,186	0.0 2/	1	1	0.0	2.07	2.14
The Peoples Gas Lt. & Coke Co.	2,138,811	2,021,134	5.8	98,922,859	95,955,266	3.1	1	1	0.0	2.16	2.11

1/ Except that Central Illinois Electric and Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Illinois Northern Utilities Company, Illinois Power Company, North Shore Gas Company, Iowa Illinois Gas and Electric Company, Union Electric Power Company, Union Gas and Electric Company and Western United Gas and Electric Company, ten of the twelve companies reported no Sales to Other Gas Utilities in either year.

2/ Less than one-half of one-tenth percent decrease.

Table 12
ILLINOIS GAS UTILITIES
INTERDEPARTMENTAL SALES

	REVENUE			THERMS			NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1947	1946	Change	1947	1946	Change	1947	1946	Change	1947	1946
TOTAL 12 COMPANIES 1/	$5,755	$6,331	-9.1%	139,099	151,492	-8.2%	-	-	-	4.14¢	4.18¢
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	5,755	6,331	-9.1	139,099	151,492	-8.2	-	-	-	4.14	4.18
Central Illinois Light Co.	2,589	2,240	15.6	43,734	36,868	18.6	-	-	-	5.92	6.08
Illinois Power Company	3,166	4,091	-22.6	95,365	114,624	-16.8	-	-	-	3.32	3.57

1/ Except that Central Illinois Electric and Gas Company, Central Illinois Public Service Company, Illinois Northern Utilities Company, North Shore Gas Company, The Peoples Gas Light and Coke Company, Iowa-Illinois Gas and Electric Company, Public Service Company of Northern Illinois, Union Electric Power Company, Union Gas and Electric Company and Western United Gas and Electric Company, ten of the twelve companies reported no Interdepartmental Sales in either year.

Table 13.
ILLINOIS GAS UTILITIES
TOTAL GAS SALES*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1947	1946	Change	1947	1946	Change	1947	1946	Change	1947	1946
TOTAL 12 COMPANIES	$80,440,303	$72,925,525	10.3%	1,117,207,219	1,066,156,345	4.8%	1,554,495	1,522,457	2.1%	7.20¢	6.84¢
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	40,162,827	34,834,943	15.3	533,938,380	487,128,692	9.6	645,654	623,156	3.6	7.52	7.15
Cent. Ill. Elec. & Gas Co.	2,274,899	1,964,778	15.8	23,157,548	17,676,341	31.0	37,914	37,269	1.7	9.82	11.12
Cent. Ill. Light Company	4,455,736	3,658,692	21.8	74,195,742	64,900,395	14.3	66,540	63,283	5.1	6.01	5.64
Cent. Ill. Pub. Ser. Co.	1,895,272	1,443,533	31.3	23,266,711	17,175,632	35.5	32,583	30,306	7.5	8.15	8.41
Ill. Northern Utilities Co.	967,323	837,152	15.5	11,824,586	13,073,752	-9.6	19,111	18,346	4.2	8.18	6.40
Illinois Power Company	5,655,500	4,597,276	23.0	56,032,078	42,910,998	30.6	109,577	105,170	4.2	10.09	10.71
Iowa-Illinois Gas & Elec. Co.	1,848,814	1,541,693	19.9	32,499,729	27,640,309	17.6	25,866	25,367	2.0	5.69	5.58
North Shore Gas Company	1,852,054	1,809,974	2.3	12,541,558	11,086,289	13.7	29,131	28,730	1.4	14.77	16.42
Pub. Ser. Co. of No. Ill.	14,183,878	12,866,969	10.2	222,326,611	227,767,323	-2.4	201,045	194,509	3.4	6.38	5.65
The Peoples Gas Lt. & Coke Co.	40,277,476	38,090,582	5.7	583,268,839	579,027,653	0.7	908,841	899,301	1.1	6.91	6.58
Union Elec. Power Company	302,094	230,406	31.1	2,744,960	1,766,990	55.3	6,398	5,978	7.0	11.01	13.04
Union Gas & Elec. Co.	440,447	397,930	10.7	2,291,476	2,006,496	14.2	10,831	10,629	1.9	19.22	19.83
Western United Gas & Elec. Co.	6,286,810	5,486,140	14.6	73,057,381	61,184,167	19.4	106,658	103,569	3.0	8.61	8.97

* See footnotes on supporting tables, preceding.

Table 14
ILLINOIS GAS UTILITIES
OTHER GAS REVENUE

	REVENUE		
	1947	1946	Change
TOTAL 12 COMPANIES	$1,090,237	$929,136	17.3%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	421,516	350,667	20.2
Cent. Ill. Elec. & Gas Co.	12,444	10,375	19.9
Cent. Ill. Light Company	62,815	50,880	23.5
Cent. Ill. Pub. Ser. Co.	10,232	7,805	31.1
Ill. Northern Utilities Co.	13,478	9,458	42.5
Illinois Power Company	51,024	39,004	30.8
Iowa-Illinois Gas & Elec. Co.	29,131	33,024	-11.8
North Shore Gas Company	24,909	24,367	2.2
Pub. Ser. Co. of No. Ill.	120,743	99,842	20.9
The Peoples Gas Lt. & Coke Co.	668,721	578,469	15.6
Union Elec. Power Company	7,298	9,869	-26.1
Union Gas & Elec. Company	6,438	4,606	39.8
Western United Gas & Elec. Co.	83,004	61,437	35.1

Table 15.
ILLINOIS GAS UTILITIES
TOTAL GAS OPERATING REVENUE*

	REVENUE		
	1947	1946	Change
TOTAL 12 COMPANIES	$81,530,540	$73,854,661	10.4%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	40,584,343	35,185,611	15.3
Cent. Ill. Elec. & Gas Co.	2,287,343	1,975,153	15.8
Cent. Ill. Light Company	4,518,551	3,709,572	21.8
Cent. Ill. Pub. Ser. Co.	1,905,504	1,451,738	31.3
Ill. Northern Utilities Co.	980,801	846,610	15.9
Illinois Power Company	5,706,524	4,636,281	23.1
Iowa-Ill. Gas & Elec. Co.	1,877,945	1,574,717	19.3
North Shore Gas Company	1,876,963	1,834,341	2.3
Pub. Ser. Co. of No. Ill.	14,304,621	12,966,811	10.3
The Peoples Gas Lt. & Coke Co.	40,946,197	38,669,050	5.9
Union Elec. Power Company	309,391	240,275	28.8
Union Gas & Elec. Company	446,886	402,536	11.0
Western United Gas & Elec. Co.	6,369,814	5,547,577	14.8

* See footnotes on supporting tables, preceding.

Adlai E. Stevenson, Governor

ILLINOIS GAS UTILITIES
A Comparative Study of 1950 Sales

Research Bulletin No. 45

Walter T. Fisher, Chairman
Cyrus Colter
James J. Danaher
Dale E. Sutton
June G. VanKeuren, Commissioners
Edward J. McAvoy, Secretary

ACCOUNTS AND FINANCE SECTION
Division of Reports

ILLINOIS COMMERCE COMMISSION
~~RATES AND RESEARCH SECTION~~

7 (A-18015)

Research Bulletin No. 45

ILLINOIS GAS UTILITIES

A Comparative Study of 1950 Sales

As Reported by the Ten Largest Illinois Gas Utilities which Account for Approximately 99% of All Gas Sold to Ultimate Consumers in Illinois Under the Jurisdiction of the Illinois Commerce Commission

ILLINOIS COMMERCE COMMISSION
Division of Reports
Accounts and Finance Section

TABLE OF CONTENTS

LIST OF TABLES

ILLINOIS COMMERCE COMMISSION
Division of Reports
Accounts and Finance Section
Springfield, Illinois

September 6, 1951

Mr. Fred Kleinman, Chief
Accounts and Finance Section
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

This study, Research Bulletin No. 45 entitled "Illinois Gas Utilities, A Comparative Study of 1950 Sales" is herewith transmitted by the Division of Reports, Accounts and Finance Section. This bulletin provides a timely analysis of gas sales for the year 1950 as compared to 1949.

The textual portion of the study reviews briefly the principal points of interest derived from the tabulations made during the comparison. There has been no attempt to determine the reasonableness or unreasonableness of the material given, but in a few instances there have been statements given to clarify questionable data.

The statistical tables form the basic part of this study and constitute a permanent reference in regard to comparative sales by the companies during the past two years.

Yours very truly,

E. L. Peck

E. L. PECK, Chief
Division of Reports

INTRODUCTORY CONSIDERATIONS

1. Scope of Study

This analysis presents a comparison of 1950 gas sales with those for the year 1949, with respect to the ten largest public utilities furnishing gas service in the state of Illinois. This study confines itself solely to those ten companies, whose total gas sales accounts for approximately 99% of the total sales in this State. The companies included are:

Central Illinois Electric and Gas Company
Central Illinois Light Company
Central Illinois Public Service Company
Illinois Power Company
Iowa-Illinois Gas and Electric Company
North Shore Gas Company
Public Service Company of Northern Illinois
The Peoples Gas Light and Coke Company
Union Electric Power Company
Union Gas & Electric Company

Included in this study are basic statistical Tables Nos. 1 to 13 providing detailed data necessary for a comparative study of gas sales. Tables Nos. 2 to 13 inclusive, show data for both 1950 and 1949 together with computations showing percentage changes in 1950 over 1949, average revenue per therm, therms per customer and average revenue per customer in each of several classifications. In addition, there is also tabulated a summary of the aggregate totals for all companies, both inclusive and exclusive of The Peoples Gas Light and Coke Company.

2. Sources of Information

The basic source of sales data shown in the various tables is supplied by each of the ten companies heretofore mentioned and is taken from their reports for the twelve months ending December 31, 1950, (Form C, 1943 Revision). These reports are preliminary and are filed subject to audit before the final annual reports are received. Past experience indicates that only minor changes may be expected with respect to sales data reported in monthly statements and the preliminary annual report for the year referred to above.

3. Accounting Considerations

All of the companies considered by this study follow the Uniform System of Accounts as prescribed in the Commission's General Order 143. This system of accounts includes an item

designated as Account 607-Interdepartmental Sales. For the purpose of this study, as in prior Research Bulletins, these interdepartmental sales have not been considered as sales to ultimate consumers. Also provided by the Uniform System of Accounts is Account 608-Other Sales, which does not affect this study for the reason that none of the ten companies reported such sales.

4. Other Considerations

The segregation of Residential Sales exclusive of Space-heating (Table 2) and Residential Space-heating sales (Table 3) must be interpreted in the light of the fact that Residential Space-heating sales includes all sales made through one meter a combination rate for all domestic purposes including Space-heating and are accounted for entirely as space-heating sales, whereas Residential Sales, exclusive of Space-heating, includes only those sales of gas to residential customers that are not classified as Residential Space-heating customers.

It should be noted that a comparison between companies should be viewed in the light of the fact that operating conditions, operating practices, rate structures and the application of statistical methods and summaries may differ in various companies.

This study continues the policy of only setting forth the facts as determined by the statistical tables and no attempt has been made to criticize the data reported.

GAS SALES BY CLASS OF SERVICE

1. Comparative Consolidated Summary, Table 1, pages 10 and 11.

This table summarizes the total revenue, therm sales and the average number of customers for each class of service, together with the relative ratios and percentage of change in 1950 sales as compared with those of 1949. Discussion of this information is confined to that for the more important classes of service that follow.

2. Total Operating Revenue, Table 13, page 25.

The total operating revenue of the ten companies rose from $97,453,788 in 1949 to $112,032,661 in 1949, an increase of 14.9%. Exclusive of The Peoples Gas Light and Coke Company's

operations the total operating revenue increased from $50,235,073 in 1949 to $58,273,241 in 1950 a gain of 16.0%. This would indicate that the rate of increase for the principal metropolitan area in Illinois was considerably less than for the rest of the State. All of the ten companies reported increases ranging from a low of 1.5% for Iowa-Illinois Gas & Electric Company to a high of 44.1% for Union Electric Power Company.

3. Other Gas Operating Revenue, Table 12, page 21.

This classification consists chiefly of customer's forfeited discounts and rents and accounts for only approximately 1.6% of total operating revenue.

4. Total Gas Sales, Table 11, page 23.

Sales in this table include sales to ultimate consumers, sales to others for resale and interdepartmental sales. The behavior of this account is, of course, substantially controlled by circumstances such as; the level of rates in effect, rate reductions and the relative importance of (1) industrial loads (2) sales to other gas utilities. These primarily control the rate of gain.

Revenue from total gas sales for the twelve companies amounted to $110,245,837 in 1950, an increase of 15.1% over the $95,821,185 reported for the year 1949. Therm sales rose 13.0% while the average number of customers increased 3.0%.

5. Interdepartmental Sales, Table 10, page 22.

Only two companies reported such sales for the year 1950. Central Illinois Light Company and Illinois Power Company both reported an increase in this classification in both revenue and therm sales.

6. Sales to Other Gas Utilities, Table 9, page 22.

During the year 1950, there were no sales reported under this classification, while in 1949 two companies reported total sales of 792, 241 therms.

7. Total Sales to Ultimate Consumers, Table 8, page 21.

During the period under review, revenue from the sales of gas to ultimate consumers totalled $110,242,686 in 1950, a 16.0% gain over the $95,026,443 reported for the year 1949. All of the companies reported increases in revenue ranging from a

low of 0.7% for Iowa-Illinois Gas & Electric Company to a high of 45.0% for the Union Electric Power Company.

Exclusive of The Peoples Gas Light and Coke Company, the aggregate revenue in 1950 amounted to $57,188,929 with therm sales of 861,734,926. The average number of customers increased to 733,922. These results represent an increase of 16.0%, 15.0% and 5.4% in revenue, therm sales and average number of customers, respectively, as compared to similar data for 1949.

Total sales to ultimate consumers represent the most accurate index of gas sales that can be reasonably obtained and for the purpose of this report has been used as the common denominator for measuring the relative importance of consumer sales. The percentage of change recorded in gas sales to ultimate consumers during the period under review has been affected by increased use of gas in the industrial field. More gas has been used by the Industrial Non-interruptible Group, reducing the availability of gas for the Industrial Interruptible group. Residential Space-heating sales also accounted for a large part of this change. It is noted that the total industrial sales account for almost one-half of the total therm sold to ultimate consumer while the revenue accounts for only 22%.

Average revenue per therm rose from 6.41¢ in 1949 to 6.45¢ in 1950. Exclusive of The Peoples Gas Light and Coke Company's sales data, the average revenue per therm increased from 6.58¢ in 1949 to 6.63¢ in 1950. Seven of the ten companies recorded decreases in revenue per therm ranging from 0.14¢ to 1.14¢, while the other three companies showed increases ranging from 0.01¢ to 1.14¢ per therm.

8. Residential Sales, Exclusive of Space-heating, Table 2 pages 12 and 13.

The sales of gas to residential customers for all domestic purposes other than Space-heating is included in this class of service. (See Table 3, pages 14 and 15).

Residential Sales, exclusive of Space-heating in 1950, accounted for 39.5% of the revenue from total sales to ultimate consumers for the ten companies included in this study, while the therm sales in this classification accounted for only 18.7% of the total therms sold to ultimate consumers. This class of service includes 83.3% of the total gas customers in the State. These

percentages indicate that residential sales are the principal source of revenue, although consuming about one-fifth of the gas sold to ultimate consumers.

Revenue from Residential Sales, exclusive of Space-heating sales, rose from $40,988,938 in 1949 to $43,534,843 in 1950, a gain of 6.2%. During the same period of comparison therm sales and the average number of customers increased 9.7% and 0.1%, respectively. Seven of the ten companies registered gains in revenue ranging from a low of 3.2% for the Iowa-Illinois Gas and Electric Company and Central Illinois Electric and Gas Company to a high of 8.8% for Central Illinois Public Service Company. Central Illinois Light Company and Union Electric Power Company showed decreases of 0.5% and 1.1% respectively in revenue. Therm sales all showed increases and the average number of customers increased for one-half of the companies and decreased for the remainder.

Exclusive of The Peoples Gas Light and Coke Company's sales data the remaining companies" aggregate revenue and therm sales increased 4.8% and 7.3%, respectively, with number of customers increasing 1.0%. This would indicate that the rate of increase percentage-wise for The Peoples Gas Light and Coke Company is a little above the average for the State in revenue and below in therm sales.

The average revenue for domestic sales of the ten companies decreased 0.44¢ per therm during 1950 as compared with 1949. All of the individual companies registered decreases in revenue per therm ranging from 0.11¢ to 0.78¢.

In 1950, the average usage per customer in this class of service was 231 therms which was an increase of 21 therms per customer over a like average of 210 therms use per customer in 1949. All companies registered gains ranging from a low of five therms to a high of eighteen therms per customer.

Revenue per customer also showed an increase of 6.1% or from $29.55 in 1949 to $31.35 in 1950. Revenue per customer for the ten companies during 1950 ranged from $30.91 for Central Illinois Light Company to $44.32 for the North Shore Gas Company.

9. Residential Space-heating Sales, Table 3, pages 14 and 15.

It should be noted that the indicated percent increase in number of customers served, is based on the yearly average number of customers.

Although only a small percentage (12.9%) of residential customers used gas for space-heating, this class of service accounted for 25.7% of total revenue from sales to ultimate consumers; it also accounted for 20.7% of total ultimate consumer therm sales.

Total revenue from Residential Space-heating sales amounted to $28,318,515 in 1950, an increase of 36.6% from the $20,732,773 reported in 1949. Therm sales increased from 257,592,991 in 1949 to 353,748,651 in 1950, an increase of 37.3% while the average number of customers showed an increase of 32.2%.

In 1950, 178,968 Residential Space-heating customers paid an average of 8.00¢ per therm for service as compared with slightly less than an average of 8.05¢ per therm in 1949. Average use per customer increased from 1,903 therms in 1949 to 1,977 in 1950 the average annual bill increased from $153.14 in 1949 to $158.23 in 1950, an average increase of $5.09 per customer.

Various factors in 1950 were instrumental in affecting the increases recorded in this class of business as compared to 1949. One of these is that the mean temperature in Illinois was 53.5 degrees in 1949 as compared to 51.3 degrees in 1950 1/

10. Commercial Sales, Table 4, pages 16 and 17.

This class of service in the aggregate accounted for approximately 12.4% of the revenue and 11.4% of the therms sold out of total revenue and sales to ultimate consumers during 1950.

Included in this classification are sales for space-heating, off-peak water heating and a wide variety of other so-called commercial uses, these of which have had their effect on sales in this category with respect to 1950. During the period under comparison the revenue and therm sales showed an increase of 14.3% and 15.2%, respectively, while the average number of customers increased 3.9%. A total of 88,157 customers in 1950 paid an average of 7.03¢ per therm for an average consumption of 2,211 therms with an average annual bill of $155.63. For the ten companies, exclusive of The Peoples Gas Light and Coke Company,

1/ See Climatological Data, United States Department of Commerce, Weather Bureau Illinois Section, Volume IV, No. 13.

the average revenue was 8.75¢ per therm, with an average annual consumption per customer of 1,650 therms and an annual average revenue of $144.49 from 43,026 customers.

11. Industrial Non-interruptible Sales, Table 5, page 18.

Gas sold to customers in this classification includes firm gas sold for manufacturing and other industrial purposes.

Industrial Non-interruptible sales revenue increased from $11,051,975 in 1949 to $13,902,099 in 1950, a gain of 25.8%, while therm sales rose from 230,424,908 to 305,698,944, a rise of 32.7%. The average number of customers show a decrease of 0.4% or from 10,228 to 10,191. Excluding The Peoples Gas Light and Coke Company's operations from the totals, the remaining companies registered increases in revenue and therm sales of 22.2% and 28.9%, respectively, while the average number of customers increased 4.2%.

All of the companies reporting this class of sales, with the exception of Iowa-Illinois Gas & Electric Company reported increases in revenue and therm sales during 1950.

Revenue per therm for the combined ten companies averaged 4.55¢ in 1950, a decline of 0.24¢ from the average of 4.79¢ reported in 1949, while the individual company's average ranged from a low of 3.44¢ for Union Electric Power Company to a high of 14.43¢ for the Union Gas and Electric Company.

12. Industrial Interruptible Sales, Table 6, page 19.

Gas sold in this class of service accounted for 9.6% of total ultimate consumer revenue, while it represented 31.2% of total therms sold. The total Industrial Interruptible customers averaged 129 for the year which was less than one-thenth of one percent of the total ultimate consumers. It is evident from the above statement that this class of service is one of the larger consumers of gas, ranking second to residential therm sales and fourth in terms of revenue. The reason for the comparatively small amount of revenue from interruptible sales is due to the relatively low rates under which this type of service is furnished.

Therm Sales for 1950 totalled 532,380,665 therms as compared to 530,365,641 in 1949, a gain of 0.3%. Revenue increased from $10,129,624 in 1949 to $10,626,761 in 1950, a gain of $497,137 or 4.9%, the average number of customers also increased 4.9%.

For the individual companies, North Shore Gas Company registered increases of 51.7% for revenue and 52.7% for therm sales with a 40.0% increase in number of customers. Iowa-Illinois Gas and Electric Company recorded a decrease of 24.1% in revenue and a 28.8% decrease in therm sales with the number of customers remaining the same.

For all companies the average revenue per therm increased from 1.90¢ in 1949 to 1.99¢ in 1950, an average increase of 0.09¢ per therm. Of the eight companies reporting this class of service only three of them recorded increases ranging up to 0.18¢ per therm. The lowest revenue per therm for interruptible sales was reported by The Peoples Gas Light and Coke Company, that being 1.90¢ and the highest 2.88¢ was by North Shore Gas Company.

13. All Other Classes of Service, Table 7, page 20.

The combined Sales of Public Street and Highway Lighting and Other sales to Public Authorities accounted for approximately one-tenth of one percent of the total revenue and therm sales to ultimate consumers.

Only three companies with one customer each reported Public Street and Highway Lighting sales. Total revenue of these three companies amounted to $5,262 during 1950.

The two companies reporting Other Sales to Public Authorities recorded an aggregate revenue of $135,197.

The total revenue for both Public Street and Highway Lighting and Other Sales to Public Authorities amounted to $140,459 an increase of 14.2% over 1949 revenues. The Therm sales increased from 1,481,013 in 1949 to 1,754,898 in 1950, a gain of 18.5%.

TABLE 1.
ILLINOIS GAS UTILITIES*
GAS SALES BY CLASS OF SERVICE**

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1950	1949	% Change	1950	1949	% Change	1950	1949	% Change
TOTAL GAS OPERATING REVENUES	$112,032,661	$97,453,788	14.9						
Other Gas Revenues	1,786,824	1,632,603	9.4						
Total Gas Sales	110,245,837	95,821,185	15.1	1,708,401,058	1,512,281,070	13.0	1,666,639	1,618,688	3.0
Interdepartmental Sales	3,151	2,501	26.0	83,579	66,337	26.0	-	-	-
Sales to Other Gas Utilities	-	792,241	-	-	31,492,350	-	-	2	-
Total Sales to Ultimate Consumers	110,242,686	95,026,443	16.0	1,708,317,479	1,480,722,383	15.4	1,666,639	1,618,686	3.0
Residential Sales, ex. of Space-htg.	43,534,843	40,988,938	6.2	319,805,697	291,611,123	9.7	1,388,361	1,387,278	0.1
Residential Space-heating Sales	28,318,515	20,732,773	36.6	353,748,651	257,592,991	37.3	178,968	135,387	32.2
Total Commercial Sales	13,720,009	12,000,172	14.3	194,928,624	169,246,707	15.2	88,157	84,856	3.9
Industrial Non-Interruptible	13,902,099	11,051,975	25.8	305,698,944	230,424,908	32.7	10,191	10,228	-0.4
Industrial Interruptible	10,626,761	10,129,624	4.9	532,380,665	530,365,641	0.3	129	123	4.9
Other Sales	140,459	122,961	14.2	1,754,898	1,466,123	18.5	833	814	2.3

* Ten large companies. See page 2 for list.
** Inter-company transaction have not been eliminated.

Table 1. (Concluded)
ILLINOIS GAS UTILITIES*
GAS SALES BY CLASS OF SERVICE**

	REVENUE PER THERM 1950	% TOTAL OPERATING REVENUE 1950	% TOTAL SALES TO ULTIMATE CONSUMERS 1950 REV.	% TOTAL SALES TO ULTIMATE CONSUMERS 1950 THERMS
Total Gas Operating Revenues		100.00		
Other Gas Revenues		1.60		
Total Gas Sales	6.45¢	98.40		
Interdepartmental Sales	3.77			
Sales to Other Gas Utilities	2.51	-		
Total Sales to Ultimate Consumers	6.45	98.40	100.00	100.00
Residential Sales, Ex. of Space-htg.	13.61	38.86	39.49	18.72
Residential Space-heating Sales	8.00	25.28	25.69	20.71
Total Commercial Sales	7.03	12.25	12.44	11.41
Industrial Non-Interruptible	4.55	12.41	12.61	17.90
Industrial Interruptible	1.99	9.48	9.64	31.16
Other Sales	8.00	0.12	0.13	0.10

* Ten large companies. See page 2 for list.
** Inter-company transaction have not been eliminated.

Table 2
ILLINOIS GAS UTILITIES
RESIDENTIAL SALES, EXCLUSIVE OF SPACE-HEATING

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1950	1949	% Change	1950	1949	% Change	1950	1949	% Change
TOTAL 10 COMPANIES	$43,534,843	$40,988,938	6.2	319,805,697	291,611,123	9.7	1,388,361	1,387,278	0.1
TOTAL 10 COMPANIES ex. of The Peoples Gas Light & Coke Co.	19,925,959	19,015,080	4.8	126,582,035	117,929,584	7.3	568,386	562,930	1.0
Cent. Ill. Elec. & Gas Co.	1,147,275	1,112,150	3.2	6,362,840	6,082,080	4.6	33,297	33,487	-0.6
Cent. Ill. Light Co.	1,664,972	1,672,446	-0.5	13,368,105	12,632,360	5.8	53,857	54,586	-1.3
Cent. Ill. Pub. Ser. Co.	932,776	857,652	8.8	5,336,032	4,812,810	10.9	27,847	27,288	2.0
Illinois Power Co.	3,585,026	3,466,877	3.4	20,547,878	19,446,793	5.7	100,845	98,263	2.6
Iowa-Illinois Gas & Elec. Co.	642,186	622,256	3.2	4,695,266	4,455,051	5.4	20,697	21,048	-1.7
North Shore Gas Co.	1,185,092	1,100,101	7.7	7,225,405	6,509,445	11.0	26,738	26,158	2.2
Pub. Ser. Co. of No. Ill. 1/	10,186,118	9,611,233	6.0	66,439,234	61,494,890	8.0	289,589	286,225	1.2
The Peoples Gas Light & Coke Co.	23,608,884	21,973,858	7.4	193,223,662	173,681,539	11.3	819,975	824,348	-0.5
Union Elec. Power Co.	161,279	163,006	-1.1	957,757	908,481	5.4	5,068	5,457	-7.1
Union Gas & Elec. Co.	421,235	409,359	2.9	1,649,518	1,587,674	3.9	10,448	10,418	0.3

1/ Western United Gas & Electric Company and Illinois Northern Utilities Company were merged into Public Service Company of Northern Illinois on December 15, 1950, for purposes of this report the years 1950 and 1949 are stated on a merged basis.

Table 2. (Concluded)
ILLINOIS GAS UTILITIES
RESIDENTIAL SALES, EXCLUSIVE OF SPACE-HEATING

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER	
	1950	1949	1950	1949	1950	1949
TOTAL 10 COMPANIES	13.61¢	14.05¢	231	210	$31.35	$29.55
TOTAL 10 COMPANIES ex. of The Peoples Gas Light & Coke Co.	15.74	16.12	223	209	35.06	33.78
Cent. Ill. Elec. & Gas Co.	18.03	18.28	192	182	34.46	33.21
Cent. Ill. Light Co.	12.45	13.23	248	231	30.91	30.64
Cent. Ill. Pub. Ser. Co.	17.48	17.82	192	176	33.50	31.43
Illinois Power Co.	17.44	17.82	204	198	35.55	35.28
Iowa-Illinois Gas & Elec. Co.	13.67	13.96	227	212	31.03	29.56
North Shore Gas Co.	16.40	16.90	270	249	44.32	42.06
Pub. Ser. Co. of No. Ill. 1/	15.33	15.62	229	215	35.17	33.58
The Peoples Gas Light & Coke Co.	12.28	12.65	236	211	28.79	26.66
Union Elec. Power Co.	16.83	17.94	189	166	31.82	29.87
Union Gas & Elec. Co.	25.53	25.78	158	152	40.32	39.29

1/ Western United Gas & Electric Company and Illinois Northern Utilities Company were merged into Public Service Company of Northern Illinois on December 15, 1950, for purposes of this report the years 1950 and 1949 are stated on a merged basis.

Table 3.
ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE HEATING SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1950	1949	% Change	1950	1949	% Change	1950	1949	% Change
TOTAL 10 COMPANIES	$28,318,515	$20,732,773	36.6	353,748,651	257,592,991	37.3	178,968	135,387	32.2
TOTAL 10 COMPANIES, ex. of The Peoples Gas Lt. Coke Co.	18,728,392	13,811,084	35.6	230,694,783	169,317,011	36.3	116,311	87,578	32.8
Cent. Ill. Elec. & Gas Co.	864,719	620,122	39.4	10,269,750	7,249,082	41.7	5,012	3,931	27.5
Cent. Ill. Light Co.	2,202,733	1,673,568	31.6	31,732,074	24,117,954	31.6	16,338	12,946	26.2
Cent. Ill. Pub. Ser. Co.	666,706	592,159	12.6	9,167,667	8,021,065	14.3	4,664	4,377	6.6
Illinois Power Co.	2,476,920	1,486,888	66.6	31,123,089	18,632,963	67.0	17,712	10,129	74.9
Iowa-Illinois Gas & Elec. Co.	673,696	535,285	25.2	9,069,649	7,129,951	27.2	5,003	4,114	21.6
North Shore Gas Co.	970,768	804,005	20.7	10,483,134	8,643,771	21.3	4,157	3,574	16.3
Pub. Ser. Co. of No. Ill. 1/	10,550,669	7,921,923	33.2	125,188,495	93,611,027	33.7	60,996	47,237	29.1
The Peoples Gas Lt. & Coke Co.	9,590,123	6,921,689	38.6	123,053,868	88,275,980	39.4	62,657	47,809	31.1
Union Elec. Power Co.	254,621	127,705	99.4	3,245,908	1,612,823	101.3	2,167	1,067	103.1
Union Gas & Electric Co.	67,560	49,429	36.7	415,017	298,375	39.1	262	203	29.1

1/ See footnote 1, Table 2.

Table 3. (Concluded)
ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE-HEATING SALES

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER	
	1950	1949	1950	1949	1950	1949
TOTAL 10 COMPANIES	8.00¢	8.05¢	1,977	1,903	$158.23	$153.14
TOTAL 10 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	8.11	8.15	1,983	1,933	161.02	157.70
Cent. Ill. Elec. & Gas Co.	8.42	8.55	2,049	1,844	172.53	157.75
Cent. Ill. Light Co.	6.94	6.93	1,942	1,863	134.82	129.27
Cent. Ill. Pub. Ser. Co.	7.27	7.38	1,966	1,833	142.95	135.29
Illinois Power Co.	7.95	7.97	1,757	1,840	139.84	146.80
Iowa-Illinois Gas & Elec. Co.	7.42	7.50	1,813	1,733	134.66	130.11
North Shore Gas Co.	9.26	9.30	2,522	2,419	233.52	224.96
Pub. Ser. Co. of No. Ill. 1/	8.42	8.46	2,052	1,982	172.97	167.71
The Peoples Gas Lt. & Coke Co.	7.79	7.84	2,574	1,846	153.06	144.78
Union Elec. Power Co.	7.84	7.91	1,498	1,512	117.50	119.69
Union Gas & Elec. Co.	16.27	16.56	1,584	1,470	257.86	243.44

1/ See footnote 1, Table 2.

Table 4.
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1950	1949	% Change	1950	1949	% Change	1950	1949	% Change
TOTAL 10 COMPANIES	$13,720,009	$12,000,172	14.3	194,928,624	169,246,707	15.2	88,157	84,856	3.9
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	6,703,919	5,778,927	16.0	76,555,092	64,087,276	19.5	46,398	43,026	7.8
Cent. Ill. Elec. & Gas Co.	349,093	307,181	13.6	3,245,999	2,741,697	18.4	1,900	1,850	2.7
Cent. Ill. Light Co.	648,547	613,809	5.7	8,063,601	7,152,251	12.7	4,433	4,244	4.5
Cent. Ill. Pub. Ser. Co.	484,339	433,576	11.7	7,092,360	6,259,664	13.3	3,443	3,356	2.6
Illinois Power Co.	1,872,086	1,502,606	24.6	20,701,303	15,861,158	30.5	12,993	11,093	17.1
Iowa-Illinois Gas Co.	343,818	300,783	14.3	4,430,289	3,886,155	14.0	2,439	2,317	5.3
North Shore Gas Co.	354,659	312,009	13.7	3,464,812	3,180,195	8.9	1,491	1,415	5.4
Pub. Ser. Co. of No. Ill. 1/	2,437,678	2,133,450	14.3	27,752,125	23,686,717	17.2	18,570	17,696	4.9
The Peoples Gas Lt. & Coke Co.	7,016,090	6,221,245	12.8	118,373,532	105,159,431	12.6	41,759	41,830	-0.2
Union Elec. Power Co.	102,634	73,516	39.6	1,288,354	857,144	50.3	551	473	16.5
Union Gas & Elec. Co.	111,065	101,997	8.9	516,249	462,295	11.7	578	582	-0.7

1/ See footnote 1, Table 2.

Table 4 (Concluded)
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER	
	1950	1949	1950	1949	1950	1949
TOTAL 10 COMPANIES	7.03¢	7.09¢	2,211	1,995	$155.63	$141.42
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	8.75	9.01	1,650	1,490	144.49	134.31
Cent. Ill. Elec. & Gas Co.	10.80	11.20	1,708	1,482	183.73	166.04
Cent. Ill. Light Co.	8.04	8.58	1,819	1,685	146.30	144.63
Cent. Ill. Pub. Ser. Co.	6.82	6.92	2,060	1,865	140.67	129.19
Illinois Power Co.	9.04	9.47	1,593	1,430	144.08	135.45
Iowa-Illinois Gas Co.	7.76	7.73	1,816	1,677	140.96	129.81
North Shore Gas Co.	10.23	9.81	2,448	2,247	237.87	220.55
Pub. Ser. Co. of No. Ill. 1/	8.78	9.00	1,494	1,339	131.27	120.56
The Peoples Gas Lt. & Coke Co.	5.92	5.91	2,835	2,514	168.01	148.72
Union Elec. Power Co.	7.96	8.57	2,338	1,812	186.27	155.42
Union Gas & Elec. Co.	21.51	22.06	893	887	192.10	175.25

1/ See footnote 1, Table 2.

Table 5
ILLINOIS GAS UTILITIES
INDUSTRIAL NON-INTERRUPTIBLE

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1950	1949	% Change	1950	1949	% Change	1950	1949	% Change	1950	1949
TOTAL 10 COMPANIES	$13,902,099	$11,051,975	25.8	305,698,944	230,424,908	32.7	10,191	10,228	-0.4	4.55¢	4.79¢
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	5,075,214	4,152,574	22.2	104,126,983	80,761,343	28.9	1,876	1,800	4.2	4.87	5.14
Cent. Ill. Elec. & Gas Co.	681,004	556,407	22.4	10,862,006	8,653,187	25.5	191	154	24.0	6.26	6.43
Cent. Ill. Light Co.	346,999	278,419	24.6	9,177,729	6,487,231	41.5	81	81	0.0	3.78	4.29
Cent. Ill. Pub. Ser. Co.	176,501	137,789	28.1	4,200,468	3,226,786	30.2	16	15	6.7	4.20	4.27
Illinois Power Co.	187,477	147,359	27.2	3,204,424	2,490,415	28.7	79	77	2.6	5.86	5.91
Iowa-Illinois Gas & Elec. Co.	403,317	444,950	-9.4	9,005,091	10,106,327	-10.9	46	45	2.2	4.47	4.40
North Shore Gas Co.	118,668	99,631	19.1	1,645,994	1,332,608	23.5	82	82	0.0	7.20	7.47
Pub. Ser. Co. of No. Ill. 1/	3,081,276	2,431,974	26.7	64,309,920	47,428,913	35.6	1,361	1,323	2.9	4.79	5.12
The Peoples Gas Lt. & Coke Co.	8,826,885	6,899,401	27.9	201,571,961	149,663,565	34.7	8,315	8.428	-1.4	4.37	4.60
Union Electric Power Co.	52,838	29,736	77.7	1,533,326	869,431	76.4	3	2	50.0	3.44	3.42
Union Gas & Elec. Co.	27,134	26,309	3.1	188,025	166,445	13.0	17	21	-19.1	14.43	15.80

1/ See footnote 1, Table 2.

Table 6.
ILLINOIS GAS UTILITIES
INDUSTRIAL INTERRUPTIBLE

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1950	1949	% Change	1950	1949	% Change	1950	1949	% Change	1950	1949
TOTAL 10 COMPANIES 1/	$10,626,761	$10,129,624	4.9	532,380,665	530,365,641	0.3	129	123	4.9	1.99¢	1.90¢
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co. 1/	6,616,666	6,427,638	2.9	322,044,270	315,664,580	2.0	119	115	3.5	2.05	2.03
Cent. Ill. Elec. & Gas Co.	76,369	80,474	-5.1	3,811,000	3,703,200	2.9	1	1	0.0	2.00	2.17
Cent. Ill. Light Co.	733,199	672,104	9.1	38,911,149	32,247,241	20.7	3	3	0.0	1.88	2.08
Cent. Ill. Pub. Ser. Co.	91,254	85,346	6.9	4,322,725	4,027,294	7.3	1	1	0.0	2.11	2.11
Illinois Power Co.	502,094	417,033	20.4	19,479,398	15,685,257	24.2	33	32	3.1	2.57	2.65
Iowa-Illinois Gas & Elec. Co.	450,534	593,710	-24.1	23,531,107	33,036,076	-28.8	12	12	0.0	1.91	1.79
North Shore Gas Co.	584,271	385,079	51.7	20,236,629	13,255,854	52.7	7	5	40.0	2.88	2.90
Public Service Co. of No. Ill. 2/	4,178,945	4,193,892	-0.4	211,752,262	213,709,658	-0.9	62	61	1.6	1.97	1.96
The Peoples Gas Light & Coke Co.	4,010,095	3,701,986	8.3	210,336,395	214,701,061	-2.0	10	8	25.0	1.90	1.72

1/ Except that Union Electric Power Company and Union Gas and Electric Company, two of the ten companies report no Industrial Interruptible Sales in either year.

2/ See footnote 1, Table 2.

Table 7.
ILLINOIS GAS UTILITIES
ALL OTHER SALES 1/

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1950	1949	% Change	1950	1949	% Change	1950	1949	% Change	1950	1949
TOTAL COMPANIES	$140,459	$122,961	14.2	1,754,898	1,481,013	18.5	833	814	2.3	8.00¢	8.30¢
TOTAL COMPANIES, ex. of The Peoples Gas Light & Coke Co.	138,779	120,100	15.6	1,731,763	1,439,500	20.3	832	813	2.3	8.01	8.34
North Shore Gas Co.	2,280	2,247	1.5	16,709	16,544	1.0	1	1	0.0	13.64	13.58
Public Ser. Co. of No. Ill. 2/	132,433	113,001	17.2	1,698,650	1,403,005	21.1	807	789	2.3	7.79	8.05
Union Gas & Elec. Co.	4,066	4,852	-16.2	16,404	19,951	-17.8	24	23	4.3	24.78	24.31
The Peoples Gas Light & Coke Co.	1,680	2,861	-41.3	23,135	41,513	-44.3	1	1	0.0	7.26	6.89

1/ Consists of Public Street and Highway Lighting and Other Sales to Public Authorities.
2/ See footnote 1, Table 2.

Table 8.
ILLINOIS GAS UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1950	1949	% Change	1950	1949	% Change	1950	1949	% Change	1950	1949
TOTAL 10 COMPANIES	$110,242,686	$95,026,443	16.0	1,708,317,479	1,480,722,383	15.4	1,666,639	1,618,686	3.0	6.45¢	6.41¢
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	57,188,929	49,305,403	16.0	861,734,926	749,199,294	15.0	733,922	696,262	5.4	6.63	6.58
Cent. Ill. Elec. & Gas Co.	3,118,460	2,676,334	16.5	34,551,595	28,429,246	21.5	40,401	39,423	2.5	9.02	9.41
Cent. Ill. Light Co.	5,596,450	4,910,346	14.0	101,252,658	82,637,037	22.5	74,712	71,860	4.0	5.52	5.94
Cent. Ill. Pub. Ser. Co.	2,351,576	2,106,522	11.6	30,119,252	26,347,619	14.3	35,971	35,037	2.7	7.80	7.99
Illinois Power Co.	8,623,603	7,020,763	22.8	95,056,092	72,116,586	31.8	131,662	119,594	10.1	9.07	9.73
Iowa-Illinois Gas & Elec. Co.	2,513,551	2,496,984	0.7	50,731,402	58,613,560	-13.5	28,197	27,536	2.4	4.95	4.26
North Shore Gas Co.	3,215,738	2,703,072	19.0	43,072,683	32,938,417	30.8	32,476	31,235	4.0	7.46	8.20
Pub. Ser. Co. of No. Ill. 1/	30,567,119	26,405,473	15.8	497,140,686	441,334,210	12.6	371,385	353,331	5.1	6.14	5.98
The Peoples Gas Lt. & Coke Co.	53,053,757	45,721,040	16.0	846,582,553	731,523,089	15.7	932,717	922,424	1.1	6.26	6.25
Union Elec. Power Co.	571,372	393,963	45.0	7,025,345	4,247,879	65.4	7,789	6,999	11.3	8.13	9.27
Union Gas & Elec. Co.	631,060	591,946	6.6	2,785,213	2,534,740	9.9	11,329	11,247	0.7	22.65	23.35

1/ See footnote 1, Table 2.

Table 9.
ILLINOIS GAS UTILITIES
SALES TO OTHER GAS UTILITIES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1950	1949	% Change	1950	1949	% Change	1950	1949	% Change	1950	1949
TOTAL ALL COMPANIES	-	$792,241	-	-	31,492,350	-	-	2	-	-	2.51¢
Pub. Ser. Co. of No. Ill. 1/	-	3,420	-	-	12,731	-	-	1	-	-	26.86
The Peoples Gas Lt. & Coke Co.	-	788,821	-	-	31,479,619	-	-	1	-	-	2.50

1/ See Footnote 1, Table 2.

Table 10.
ILLINOIS GAS UTILITIES
INTERDEPARTMENTAL SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1950	1949	% Change	1950	1949	% Change	1950	1949	% Change	1950	1949
TOTAL ALL COMPANIES	3,151	2,501	26.0	83,579	66,337	26.0	-	-	-	3.77¢	3.77¢
Central Illinois Light Co.	2,147	1,714	25.3	33,291	26,977	23.4	-	-	-	6.44	6.35
Illinois Power Co.	1,004	787	27.6	50,288	39,360	27.8	-	-	-	1.99	1.99

Table 11.
ILLINOIS GAS UTILITIES
TOTAL GAS SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1950	1949	% Change	1950	1949	% Change	1950	1949	% Change	1950	1949
TOTAL 10 COMPANIES	$110,245,837	$95,821,185	15.1	1,708,401,058	1,512,281,070	13.0	1,666,639	1,618,688	3.0	6.45¢	6.33¢
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	57,192,080	49,311,325	16.0	861,818,505	749,278,362	16.0	733,922	696,263	5.4	6.63	6.58
Cent. Ill. Elec. & Gas Co.	3,118,460	2,676,334	16.5	34,551,595	28,429,246	21.5	40,401	39,423	2.5	9.02	9.41
Cent. Ill. Light Co.	5,598,597	4,912,060	14.0	101,285,949	82,664,014	22.5	74,712	71,860	4.0	5.52	5.94
Cent. Ill. Pub. Ser. Co.	2,351,576	2,106,522	11.6	30,119,252	26,347,619	14.3	35,971	35,037	2.7	7.80	7.99
Illinois Power Co.	8,624,607	7,021,550	22.8	95,106,380	72,155,946	31.8	131,662	119,594	10.1	9.07	9.73
Iowa-Illinois Gas & Elec. Co.	2,513,551	2,496,984	0.7	50,731,402	58,613,560	-13.5	28,197	27,536	2.4	4.95	4.26
North Shore Gas Co.	3,215,738	2,703,072	19.0	43,072,683	32,938,417	30.8	32,476	31,235	4.0	7.46	8.20
Pub. Ser. Co. of No. Ill. 1/	30,567,119	26,408,894	15.7	497,140,686	441,346,941	12.6	371,385	353,332	5.1	6.14	5.98
The Peoples Gas Light & Coke Co.	53,053,757	46,509,860	14.1	846,582,553	763,002,708	10.9	932,717	922,425	1.1	6.27	6.10
Union Elec. Power Co.	571,372	393,963	45.0	7,025,345	4,247,879	65.4	7,789	6,999	11.3	8.13	9.27
Union Gas & Elec. Co.	631,060	591,946	6.6	2,785,213	2,534,740	9.9	11,329	11,247	0.7	22.65	23.35

1/ See footnote 1, Table 2.

Table 12.
ILLINOIS GAS UTILITIES
OTHER GAS REVENUE

	REVENUE		
	1950	1949	% Change
TOTAL 10 COMPANIES	$1,786,824	$1,632,603	9.4
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	1,081,161	923,748	17.0
Cent. Ill. Elec. & Gas Co.	17,700	15,648	13.1
Cent. Ill. Light Co.	101,914	92,360	10.3
Cent. Ill. Pub. Ser. Co.	9,845	10,287	-4.3
Illinois Power Co.	496,577	397,023	25.1
Iowa-Illinois Gas & Elec. Co.	56,164	34,192	64.3
North Shore Gas Co.	64,376	61,731	4.3
Pub. Ser. Co. of No. Ill. 1/	319,478	298,765	6.9
The Peoples Gas Lt. & Coke Co.	705,663	708,855	-0.5
Union Elec. Power Co.	9,281	8,929	3.9
Union Gas & Elec. Co.	5,826	4,813	21.0

1/ See footnote 1, Table 2.

Table 13.
ILLINOIS GAS UTILITIES
TOTAL GAS OPERATING REVENUE

	REVENUE		
	1950	1949	% Change
TOTAL 10 COMPANIES	$112,032,661	$97,453,788	14.9
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	58,273,241	50,235,073	16.0
Cent. Ill. Elec. & Gas Co.	3,136,160	2,691,982	16.5
Cent. Ill. Light Co.	5,700,511	5,004,420	13.9
Cent. Ill. Pub. Ser. Co.	2,361,421	2,116,809	11.6
Illinois Power Co.	9,121,184	7,418,573	22.9
Iowa-Ill. Gas & Elec. Co.	2,569,715	2,531,176	1.5
North Shore Gas Co.	3,280,114	2,764,803	18.6
Pub. Ser. Co. of No. Ill. 1/	30,886,597	26,707,659	15.6
The Peoples Gas Lt. & Coke Co.	53,759,420	47,218,715	13.9
Union Elec. Power Co.	580,653	402,892	44.1
Union Gas & Elec. Co.	636,886	596,759	6.7

1/ See footnote 1, Table 2.

Adlai E. Stevenson, Governor

ILLINOIS ELECTRIC UTILITIES
A Comparative Study of 1950 Sales

Research Bulletin No. 46

Walter T. Fisher, Chairman
Cyrus Colter
James J. Danaher
Dale E. Sutton
June G. VanKeuren, Commissioners
Edward J. McAvoy, Secretary

ACCOUNTS AND FINANCE SECTION
Division of Reports
ILLINOIS COMMERCE COMMISSION

7 (A-6967)

Research Bulletin No. 46

ILLINOIS ELECTRIC UTILITIES

A Comparative Study of 1950 Sales

As Reported by the Nine Largest
Electric Utilities Whose Sales to Ultimate
Consumers Account for Approximately 99% of the
Total for the State

ILLINOIS COMMERCE COMMISSION
Division of Reports
Accounts and Finance Section

ILLINOIS COMMERCE COMMISSION
Accounts and Finance Section
Springfield, Illinois

September 6, 1951

Hon. Walter T. Fisher, Chairman
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

I am transmitting to you herewith Research Bulletin No. 46 entitled "Illinois Electric Utilities, A Comparative Study of 1950 Sales" prepared by the Accounts and Finance Section-Division of Reports under the supervision of Mr. E. L. Peck.

Yours very truly,

Fred Kleinman

FRED KLEINMAN, Chief
Accounts and Finance

ILLINOIS COMMERCE COMMISSION
Division of Reports
Accounts and Finance Section
Springfield, Illinois

September 6, 1951

Mr. Fred Kleinman, Chief
Accounts and Finance Section
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

This study, Research Bulletin No. 46 entitled "Illinois Electric Utilities, A Comparative Study of 1950 Sales" is herewith transmitted by the Division of Reports, Accounts and Finance Section. This Bulletin is a continuation of a permanent and historical record began a number of years ago. It provides an analysis of electric sales reported by the nine largest electric utilities subject to the jurisdiction of the Illinois Commerce Commission.

The textual portion of the study reviews briefly the principal facts derived from the tabulations of the 1950 sales compared with the results for 1949. Also included, is a brief discussion of the important trends in electric sales during the nineteen years from 1932 to 1950 inclusive.

The statistical tables form the basic part of this study and constitute a permanent reference in regard to comparative sales by the companies during the past two years.

Yours very truly,

E. L. Peck

E. L. Peck, Chief
Division of Reports

INTRODUCTORY CONSIDERATIONS

1. Scope of Study

This study presents a comparison of 1950 electric sales with those for the year 1949. The State's total electric business is based upon nine of the privately owned electric utilities operating in the State (under the jurisdiction of the Illinois Commerce Commission) which account for approximately 99% of the total. This study, beginning as in Bulletin No. 24, confines itself solely to the sales of those nine companies, viz.:

Central Illinois Electric & Gas Company
Central Illinois Light Company
Central Illinois Public Service Company
Commonwealth Edison Company
Illinois Power Company
Iowa-Illinois Gas & Electric Company
Produce Terminal Corporation
Public Service Company of Northern Illinois
Union Electric Power Company

As in all previous similar studies, this continues the policy that no attempt has been made to determine the reasonableness or unreasonableness of the data, but rather to discuss the relationship of such results to the economic factors apparently responsible for their behavior during the period under review.

Data for both 1950 and 1949 are shown throughout these tables together with computations showing percentage changes of 1950 over 1949, average revenue per kilowatt-hour, kilowatt-hour per customer and average revenue per customer. The use of ultimate consumer sales as a common denominator for the measurement of electric sales is still used as an indicator for the relative importance of each class of business.

2. Sources of Information

The data shown on the various tables is supplied by each of the nine companies heretofore mentioned and is taken from their December, 1950 monthly reports filed with the Illinois Commerce Commission. These reports are preliminary and are filed subject to audit before the final annual reports are received. Most, if any, adjustments are made, are due to a reclassification of sales.

3. Accounting Considerations

For the purpose of this study, Inderdepartmental Sales 2/ (Account 607) have not been considered as Sales to Ultimate Con-

sumers. Iowa-Illinois Gas and Electric Company and Produce Terminal Corporation are the only two companies reporting Other Sales (Account 608), i.e.. In view of the fact that such sales were exceedingly small in their relationship to Total Sales to Ultimate Consumers, they have, in the case of each of the two companies previously mentioned, been included with those companies' Small Power and Light Sales (see Table 5, Page 19, footnotes 1/ and 2/.

4. Other Considerations

A few interpretive comments in the text are made to explain the behavior of the sales and trends of the figures shown; other than this, no comment is made as to the ratios shown for each company or the many factors influencing each.

ELECTRIC SALES BY CLASSES OF SERVICE

1. COMPARATIVE CONSOLIDATED SUMMARY, Table 1, pages 12 and 13 .

The data shown by this table summarizes the integrate sales of the nine companies considered by this study according to the classifications of energy sold and other electrical and miscellaneous revenue. Included in this summarization, the percentage change is shown comparatively for each particular class, as to comparison, for the years 1950 and 1949. In addition, the average revenue per kilowatt-hour is shown together with the percentage relationship each classification of revenue to the total sales to ultimate consumers and to total operating revenue.

The outstanding facts revealed by this table are discussed in detail for the more important revenue accounts that follow, including a discussion of total sales to ultimate consumers and total electric operating revenue.

2. TOTAL ELECTRIC OPERATING REVENUE, Table 14, page 28.

In 1950 the aggretate revenue of the nine companies from electric operations in Illinois amounted to $369,024,634 as compared to $342,083,861 in 1949, showing an increase of 7.9%. All of the companies exclusive of Commonwealth Edison Company recorded a gain of 8.7%. During this same period of comparison eight of the companies showed increases ranging from 4.0% to 12.3%, while one company recorded a decrease of 0.6%.

1/ Other Sales was derived by deducting Residential Sales from Total Sales to Ultimate Consumers. Other Sales include Rural, Commercial and Industrial, Public Street and Highway Lighting, Sales to Public Authorities, Railroads and Railways and Other.

2/ See Table 11, page 25.

3. TOTAL SALES TO ULTIMATE CONSUMERS.

(a) Comparative Sales, 1950-1949, Table 9, page 23.

In 1950, the total number of ultimate consumers of electricity in Illinois amounted to 2,358,338, a gain of 2.6% over the 1949 total of 2,297,853. Revenue from sales to ultimate consumers advanced 8.5%, or from $295,075,499 in 1949 to $320,058,635 in 1950, while kilowatt-hour sales, increased from 15,041,003,558 in 1949 to 16,609,545,091 in 1950 a gain of 10.4%.

In 1950, Commonwealth Edison Company's average number of customers totalled 1,023,401 and in 1949, 1,014,557 an increase of 0.8%. Ultimate consumer sales revenue for Commonwealth Edison Company in 1950 was in excess of $145 million which is an increase of 6.6% over the $136 million reported in 1949.

Extended analysis of total sales to ultimate consumers indicates that all of the nine companies reported increases percentagewise in revenue and kilowatt-hour sales in 1950 over 1949. Union Electric Power Company being the largest with an increase of 13.3% in revenue and 20.9% in kilowatt-hour sales.

This study indicates that kilowatt-hour sales increased at a more rapid pace than revenue, with but one exception in all nine companies. Iowa-Illinois Gas & Electric Company reported a reverse of this with a 6.0% gain in revenue and an increase of 4.5% in kilowatt-hour sales. Three of the nine companies reported average revenue per kilowatt-hour in 1950 in excess of 2.0¢, Central Illinois Public Service Company's average of 2.46¢ being the highest while Union Electric Power Company's average was 1.16¢.

The following table indicates some variation in the rate of decline for individual companies in average revenue per kilowatt-hour:

Average Revenue Per Kilowatt-Hour
from
Total Sales to Ultimate Consumers

	1950	1946	1929	% Change 1950 over 1929
Total 9 Companies	1.92¢	1.93¢	2.49¢	-22.9%
Total, Exclusive of Commonwealth Edison Co.	1.94	1.99	3.21	-39.6
Central Ill. Elec. & Gas Co.	2.28	2.31	3.46	-34.1
Central Illinois Light Co.	1.63	1.67	2.41	-32.4
Central Illinois Pub. Ser. Co.	2.46	2.65	3.96	-37.9
Commonwealth Edison Company	1.90	1.87	2.12	-10.4
Illinois Power Company	2.16	2.20	3.51	-38.5
Iowa-Illinois Gas & Elec. Co.	1.97	2.02	2.89	-31.8
Produce Terminal Corporation	1.45	1.45	1.60	-9.4
Pub. Ser. Co. of No. Ill.	1.93	1.93	3.28	-41.2
Union Elec. Power Company	1.16	1.16	1.62	-28.4

(b) Long Term Trends, 1932-1950, Table 15, page 29

Kilowatt-hour sales to ultimate consumers has almost tripled during the past twenty-two years, rising from 5,837 million kilowatt-hours to a new high of 16,610 million in 1950, a gain of 184.6% Revenue for Total Sales to Ultimate Consumers reached a new high of 320,000,000 dollars, during this twenty-two year period of comparison revenue has increased 119.2%.

The average revenue per kilowatt-hour for the last twenty-two years has been 2.17¢ and in 1950 the average revenue per kilowatt-hour was 1.92¢ for the total sales to ultimate consumers.

In 1929 there were approximately 1,776,000 customers which have increased in 1950 to 2,358,000 customers or 32.8%. Since 1933 there has been a gradual increase in customer count with each succeeding year adding an average of 38,000 customers.

As stated heretofore in the introductory portion of this study, Total Sales to Ultimate Consumers, Table 9, page 23, provides the basic data for showing computations of the percentage of relationship of each class of consumer sales to total sales to ultimate consumers. This practice has been continued for the purpose of this study and was done to overcome deficiencies of total electric operating revenue as a common denominator for measuring the relative importance of consumer sales, which is heavily weighted by sales to other electric utilities for resale. Total Sales to Ultimate Consumers does not include sales to other electric utilities for resale, nor Interdepartmental Sales, consequently a comparison of any class of consumer sales to total sales to ultimate consumers must result in a more accurate ratio of the relative importance of each class of business.

4. RESIDENTIAL SALES

(a) Comparative Sales, 1950-1949, Table 2, pages 14 and 15.

Prior to 1942 residential revenue provided the principal source of income, but since that time it has occupied second place yielding first position to revenue obtained from sales to large power and light customers.

Residential Sales in 1950 continued to rise over 1949. Revenue from the combined residential sales of these companies totalled $95,737,179 in 1950 or 8.0% more than the total of $88,648,273 for 1949. Kilowatt-hour sales also showed an increase of 10.3% recording a total of 3,148,303,786 in 1950 and 2,854,266,861 in 1949.

During this same period, all companies reported increases individually for revenue and kilowatt-hour sales. In addition, all companies showed increases in the number of customers served, the totals of which rose from 1,874,611 in 1949 to 1,924,762 in 1950, a gain of 2.7%. Public Service Company of Northern Illinois reported the largest gains in revenue and kilowatt-hour sales, viz; 11.6% and 14.7%, respectively.

Also noted in this comparison is the decrease in revenue per kilowatt-hour. In 1949, the average revenue per kilowatt-hour amounted to 3.11¢ and then dropped to 3.04¢ in 1950 for all companies. Excluding Commonwealth Edison Company from the totals the average for 1949 was 3.11¢ and 3.03¢ in 1950, which reveals that Commonwealth Edison Company's average is a fraction greater than the State average. All companies reported decreases in average revenue per kilowatt-hour. Central Illinois Light Company recorded the lowest average revenue per kilowatt-hour of 2.44¢ and Central Illinois Public Service Company reporting a high of 3.66¢ which represents a difference of 1.22¢ per kilowatt-hour. The Central Illinois Light Company's average of 2.44¢ per kilowatt-hour is 19.5% below the average of the total companies exclusive of Commonwealth Edison Company, which held an average of 3.06¢ for 1950.

Kilowatt-hour use per customer has again shown an increase. In 1949, the average use was 1,523 kilowatt-hours per customer and in 1950 this rose to 1,636. All companies reported increases in usage per customer over the previous year. The individual companies show considerable variation as regards the average usage by residential customers with Central Illinois Public Service Company reporting 1,417 kilowatt-hours per customer and Central Illinois Light Company reporting 1,956 kilowatt-hours per customer, low and high, respectively.

(b) <u>Long Term Trends, 1932-1950, Table 15, page 29.</u>

The trend in the sales of electrical energy during the past nineteen years has been steadily upward, with the exception of the year 1933.

Since 1932 revenue from residential sales grew from $48 million to $96 million in 1950, an increase of 100.0%. The number of kilowatt-hours during the same period rose from 901 million to 3,148

million, a gain of 249.4%. The expansion in both the physical volume of sales and revenue from 1932 through the year 1950 has more than doubled. For the same period of comparison customers have increased from 1,435 thousand to 1,925 thousand, an increase of 34.1%.

A comparison of the average revenue per kilowatt-hour by individual companies for the years 1929 and 1950 is presented in the following summary:

Average Revenue Per Kilowatt-Hour
from
Residential Sales

	1950	1929	% Change from 1929
Total 9 Companies	3.04¢	5.83¢	-47.9%
Total, Exclusive of Commonwealth Edison Co.	3.03	7.63	-60.3
Cent. Ill. Elec. & Gas Co.	2.93	6.25	-53.1
Central Illinois Light Co.	2.44	5.92	-58.8
Central Ill. Pub. Ser. Co.	3.66	7.86	-53.4
Commonwealth Edison Co.	3.06	4.73	-35.3
Illinois Power Company	3.04	8.60	-64.7
Iowa-Illinois Gas & Electric Co.	2.93	7.90	-62.9
Produce Terminal Corporation *	-	-	-
Pub. Ser. Co. of No. Illinois	3.03	7.73	-60.8
Union Electric Power Company	2.45	5.32	-53.9

* This company reports no residential sales.

Although the preceding table reveals a marked decline in average revenue per kilowatt-hour for each individual company, it must not be assumed the companies received less revenue from this class of business, as the increased use per customer more than off set the decline in average unit revenue. All but one of the companies recorded decreases in revenue per kilowatt-hour of more than 50.0% in 1950 over 1929. With the exception of Commonwealth Edison Company, which recorded a decrease of 35.3%, the decreases of the other eight companies ranged from 53.1% to 64.7%. However, it should be reminded that Commonwealth Edison Company was considerably below the average of the other companies for the year 1929.

The average revenue per kilowatt-hour for all nine companies decreased from 5.83¢ in 1929 to 3.04¢ in 1950 and when Commonwealth Edison Company's residential sales are excluded from the totals for all companies, the average revenue per kilowatt-hour during the same period of comparison decreased from 7.63¢ to 3.03¢.

It will be noted that the following table presents 1929 and 1950 data relating to average annual revenue per customer for each

of the eight companies reporting residential service, and that the average revenue per customer in 1950 was $49.73 compared with $30.85 in 1929, an increase of 61.2%. Union Electric Power Company's average annual revenue per customer rose from $22.82 in 1929 to $43.65 in 1950, a gain of 91.3%, which represents the largest increase recorded by all companies, whereas Iowa-Illinois Gas and Electric Company's gain of only 29.8% during the same period was the lowest. All of the remaining companies reported increases of over 50.0% in their average annual revenue per customer. The Public Service Company of Northern Illinois' average revenue per customer of $38.17 was the highest for all companies in 1929, and the same retained this position with a high of $57.74 in 1950.

Average Annual Revenue Per Customer
from
Residential Sales

	1950	1929	% Change from 1929
Total 9 Companies	$49.73	$30.85	61.2%
Total, Exclusive of Commonwealth Edison Co.	54.05	33.15	63.0
Cent. Ill. Elec. & Gas Co.	51.21	31.63	61.9
Central Illinois Light Co.	47.82	30.30	57.8
Cent. Ill. Pub. Ser. Co.	51.90	30.22	71.7
Commonwealth Edison Co.	44.55	28.87	54.3
Illinois Power Co.	53.80	29.52	82.2
Iowa-Illinois Gas & Elec. Co.	43.18	33.26	29.8
Produce Terminal Corporation *	-	-	-
Pub. Ser. Co. of No. Illinois	57.74	38.17	51.3
Union Electric Power Co.	43.65	22.82	91.3

* This company reports no residential sales.

Residential usage per customer in Illinois increased from 529 kilowatt-hours in 1929 to the all time high of 1,636 kilowatt-hours in 1950, or 209.3%. Individual company results of the changes in residential usages since 1929 are summarized as follows:

Average Annual Consumption Per Customer
from
Residential Sales

	1950	1929	% Change from 1929
Total 9 Companies	1,636	529	209.3%
Total, Exclusive of Commonwealth Edison Co.	1,783	435	309.9
Cent. Ill. Elec. & Gas Co.	1,747	506	245.3
Central Illinois Light Co.	1,956	512	282.0
Cent. Ill. Pub. Ser. Co.	1,417	384	269.0
Commonwealth Edison Co.	1,458	611	138.6
Illinois Power Company	1,768	343	415.5
Iowa-Illinois Gas & Elec. Co.	1,474	421	250.1
Produce Terminal Corporation*	-	-	-
Pub. Ser. Co. of No. Illinois	1,908	494	286.2
Union Electric Power Company	1,781	429	315.2

* This company reports no residential sales.

The highest average annual consumption per residential customer both in 1929 and 1950 was reported by the Central Illinois Light Company of 512 and 1,956 kilowatt-hours, respectively, a gain of 282.0%. However, Illinois Power Company's increase of 415.5% in average annual usage, or from 343 to 1,768 kilowatt-hours, was the largest gain percentagewise recorded by any company during the same period of comparison. Commonwealth Edison Company's gain of 138.6% was the lowest and when this company is excluded the results indicate an increase of 309.9% in the average for all remaining companies.

(c) Percentage Relationship to Total Sales to Ultimate Consumers

The significance of total sales to ultimate consumers as a more logical and informative common denominator for measuring the importance of different classes of electric sales is again illustrated by the fact that in 1950 residential revenue accounted for 29.9% of total revenue received from sales to ultimate consumers, whereas in relationship to total operating revenue it was 25.9%, the latter percentage reflecting the weight of revenue received from sales to other electric corporations for resale. The total residential kilowatt-hour sales in 1950 for all companies accounted for 19.0% of the total kilowatt-hours sold. Elimination of Commonwealth Edison Company's sales from the totals, the percentage relationship for revenue and kilowatt-hours to total sales to ultimate consumers was 32.7% and 20.9%, respectively. Public Service Company of Northern Illinois reported a high of 35.4% for revenue and Central Illinois Electric and Gas Company reported a high of 25.3% for kilowatt-hours.

Since 1943 all companies reported a decline in percentage relationship in revenue to revenue of total sales to ultimate consumers with exception of one, while the reverse is true of the kilowatt-hour sales. The following table shows the ratio of each individual company's residential sales to ultimate consumer sales for the years 1950 and 1943:

Percentage Relationship Residential
Revenue and Kilowatt-Hour Sales

Total Sales to Ultimate Consumers

	REVENUE		KILOWATT-HOURS	
	1950	1943	1950	1943
Total 9 Companies	29.9%	31.7%	18.9%	15.1%
Total, Exclusive of Commonwealth Edison Co.	32.2	33.4	21.0	15.9
Cent. Ill. Elec. & Gas Co.	32.4	33.6	25.3	19.5
Central Illinois Light Co.	28.3	29.8	18.9	15.3
Cent. Ill. Pub. Ser. Co.	33.0	34.0	22.2	17.4
Commonwealth Edison Co.	26.7	29.8	16.7	14.3
Illinois Power Company	33.7	35.4	24.0	18.9
Iowa-Illinois Gas & Elec. Co.	27.5	26.4	18.5	14.6
Produce Terminal Corporation *	-	-	-	-
Pub. Ser. Co. of No. Illinois	35.4	37.0	22.7	16.9
Union Electric Power Co.	18.6	19.1	8.9	6.6

* This company reports no residential sales.

5. LARGE POWER AND LIGHT SALES

(a) Comparative Sales, 1950-1949, Table 4, page 18.

The year 1950 became a peak year for Large Power and Light Sales. Revenue increased 11.6% over the preceding year, being $113,610,453 for 1950 and $101,846,704 for 1949 a sum of 18.7% more than the aggregate residential revenue of these companies.

Industrial sales for kilowatt-hours were up 14.4% to a total of 9,031 million in 1950, which is 2.8 times the total residential kilowatt-hours sold for the same year.

For the ninth consecutive year large power and light sales have accounted for over one-third of the revenue and over one-half of the total physical volume of sales to ultimate consumers and for these reasons were first in importance. In this class of business the total revenue accounted for 30.8% of the total electric operating revenue which is also larger than the 25.9% shown for residential sales.

For the eight companies excldding Commonwealth Edison Company, larger gains were reflected in industrial sales, namely; 13.2% in

revenue and 16.2% in kilowatt-hours. All companies made substantial gains in revenue, ranging from a high of 15.4% to a low of 2.0%. One company registered a decrease in kilowatt-hours, of 0.3%, while all the other companies recorded increases ranging from 22.8% to 6.4%.

The differential in the relative importance of ratios between revenue and kilowatt-hours is accounted for by the fact that this class of busniess returns a comparatively low amount of revenue per kilowatt-hour. In 1950 the average revenue per kilowatt-hour was 1.25¢ a slight decrease over the 1949 average of 1.29¢. In 1950 the average revenue per kilowatt-hour ranged from 1.55¢ to 0.85¢, all companies falling within these limits. Seven of the nine companies showed a decrease in revenue per kilowatt-hour over those recorded in 1949.

(b) Percentage Relationship to Total Sales to Ultimate Consumers

In 1950 Large Power and Light revenue accounted for 35.5% of the total sales to ultimate consumers, while the kilowatt-hour ratio of this class of service was 54.3%. The highest percentage of sales to ultimate consumers for this class of service were those of Produce Terminal Corporation, which showed 96.8% and 92.0 % for revenue and kilowatt-hours, respectively. The lowest revenue percentage was 25.1 % of ultimate consumer sales recorded by Iowa-Illinois Gas & Electric Company, while the lowest kilowatt-hour percentage of 45.2 % was reported by Illinois Power Company. It should be borne in mind that Produce Terminal Corporation at no time has ever reported any residential service.

The following table presents a summary showing a comparison of the percentages of relationship of revenue and kilowatt-hours to total sales to ultimate consumers for the years 1950 and 1943.

Percentage Relationship Large Power & Light Sales
to
Total Sales to Ultimate Consumers

	REVENUE		KILOWATT-HOURS	
	1950	1943	1950	1943
Total 9 Companies	35.5%	36.7%	54.4%	59.4%
Total, Exclusive of Commonwealth Edison Co.	32.7	34.7	53.9	62.9
Central Illinois Elec. & Gas Co.	31.0	27.7	45.8	50.7
Central Illinois Light Co.	43.7	42.6	60.5	68.2
Cent. Illinois Pub. Ser. Co.	28.9	29.5	49.1	55.9
Commonwealth Edison Co.	38.8	38.7	54.9	56.0
Illinois Power Co.	27.9	29.1	45.3	54.3
Iowa-Ill. Gas & Elec. Co.	25.1	30.9	45.6	46.9
Produce Terminal Corporation	96.8	87.6	92.0	91.4
Pub. Ser. Co. of No. Ill.	30.1	33.9	51.3	62.1
Union Elec. Power Co.	60.1	62.3	82.2	86.7

(c) Long Term Trends, 1937-1950.

The following summary pertains to the nine companies' total aggregate sales to large power and light customers from 1937 to 1950, both inclusive.

Large Power and Light Sales

	Revenue (Millions)	Kilowatt-hours (Billions)	Customers	Revenue Per Kilowatt-Hour
1937	$47	3,580	6,571	1.31¢
1938	46	3,139	5,820	1.47
1939	49	3,609	5,912	1.36
1940	53	4,057	5,928	1.31
1941	59	4,853	6,092	1.33
1942	67	5,610	6,377	1.24
1943	76	6,840	6,532	1.19
1944	84	7,644	6,869	1.23
1945	83	7,270	7,396	1.14
1946	77	6,278	7,349	1.23
1947	89	7,250	7,598	1.22
1948	100	7,998	7,977	1.25
1949	102	7,894	8,362	1.29
1950	114	9,031	8,765	1.25

The foregoing summary reveals the fact that both revenue and kilowatt-hour sales have more than doubled since 1937, with customers showing an increase of about one third.

6. OTHER CLASSES OF SALES

a) Comparative Sales, 1950-1949, Tables 3, 5, 6, 7 and 8.

The textual portion of this study has thus far considered only Residential or Domestic Sales, Large Power and Light Sales and Total Sales to Ultimate Consumers. However, detailed statistical tabulations are included herein for all other classes of sales, showing in detail all pertinent data, which, in the aggregate, contribute a substantial share of the total sales to ultimate consumers as well as the total aggregate operating revenue of the companies under consideration.

It might be added, however, that all these classes of service registered gains in revenue and kilowatt-hour sales, except that Interdepartmental Sales showed a slight decrease in revenue, while Sales to Railroads and Railways, Sales to Other Electric Utilities and Other Sales to Public Authorities recorded decreases in kilowatt-hour sales.

Table 1.*
ILLINOIS ELECTRIC UTILITIES**
SUMMARY OF ELECTRIC SALES BY CLASS OF SERVICE***

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1950	1949	Change	1950	1949	Change	1950	1949	Change
Total Electric Operating Revenue	$369,024,634	$342,083,861	7.9%						
Other Electric Revenues	4,346,189	3,963,675	9.7						
Total Sales of Electric Energy	364,678,445	338,120,186	7.9	23,004,563,985	21,510,713,350	6.9%	2,358,448	2,297,954	2.6%
Interdepartmental Sales	30,845	36,798	-16.2	3,604,487	4,374,846	-17.6	-	-	-
Sales to Other Electric Utilities	44,588,965	43,007,889	3.7	6,391,414,407	6,465,334,946	-1.2	110	89	23.6
Total Sales to Ultimate Consumers	320,058,635	295,075,499	8.5	16,609,545,091	15,041,003,558	10.4	2,358,338	2,297,853	2.6
Residential or Domestic Sales	95,737,179	88,648,273	8.0	3,148,303,786	2,854,266,681	10.3	1,924,762	1,874,611	2.7
Rural Sales	11,976,164	10,784,192	11.1	432,989,362	377,531,526	14.7	117,937	113,296	4.1
Large Power & Light Sales	113,610,453	101,846,704	11.6	9,030,657,982	7,893,817,219	14.4	8,765	8,362	4.8
Small Power & Light Sales	77,865,665	73,740,720	5.6	2,386,902,961	2,231,390,099	7.0	299,589	294,259	1.8
Pub. St. & Highway Lighting Sales	2,251,948	1,814,099	24.1	129,707,613	84,177,771	54.1	1,302	1,266	2.8
Other Sales to Public Authorities	7,850,938	7,757,820	1.2	600,715,895	659,248,553	-8.9	5,973	6,049	-1.3
Sales to Railroads and Railways	10,766,288	10,483,691	2.7	880,267,492	940,571,709	-6.4	10	10	0.0

* See footnotes on supporting tables.
** Nine large utilities. See page 2 for list.
*** Inter-company transactions have not been eliminated.

Table 1. (Continued)*
ILLINOIS ELECTRIC UTILITIES**
SUMMARY OF ELECTRIC SALES BY CLASS OF SERVICE***

	REVENUE PER KWH 1950	% TOTAL OPERATING REVENUE 1950	% OF TOTAL SALES TO ULT. CONS. 1950 REV.	KWH
Total Electric Operating Revenue		100.00%		
Other Electric Revenues		1.18		
Total Sales of Electric Energy	1.59¢	98.82		
Interdepartmental Sales	-	0.01		
Sales to Other Electric Utilities	0.70	12.08		
Total Sales to Ultimate Consumers	1.96	86.73	100.00%	100.00%
Residential or Domestic Sales	3.04	25.94	29.92	18.95
Rural Sales	2.77	3.25	3.74	2.61
Large Power & Light Sales	1.25	30.78	35.50	54.37
Small Power & Light Sales	3.26	21.10	24.33	14.37
Pub. St. & Highway Lighting Sales	1.73	.61	0.70	0.78
Other Sales to Public Authorities	1.30	2.13	2.45	3.62
Sales to Railroads and Railways	1.22	2.92	3.36	5.30

* See footnotes on supporting tables.
** Nine large utilities. See page 2 for list.
*** Inter-company transactions have not been eliminated.

Table 2.
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1950	1949	Change	1950	1949	Change	1950	1949	Change
TOTAL 9 COMPANIES 1/	$95,737,179	$88,648,273	8.0%	3,148,303,786	2,854,266,681	10.3%	1,924,762	1,874,611	2.7%
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	56,815,823	51,797,518	9.7	1,874,493,893	1,665,169,263	12.6	1,051,095	1,008,098	4.3
Cent. Ill. Elec. & Gas Co.	2,539,416	2,333,728	8.8	86,655,054	77,972,025	11.1	49,589	47,766	3.8
Cent. Ill. Light Co.	3,701,387	3,450,717	7.3	151,425,312	138,590,466	9.3	77,402	74,628	3.7
Cent. Ill. Pub. Ser. Co.	8,440,337	7,865,099	7.3	230,420,204	208,540,811	10.5	162,642	159,219	2.1
Commonwealth Edison Co.	38,921,356	36,850,755	5.6	1,273,809,893	1,189,097,418	7.1	873,667	866,513	0.8
Illinois Power Co.	11,278,232	10,381,294	8.6	370,675,922	332,605,722	11.4	209,677	201,012	4.3
Iowa-Illinois Gas & Elec. Co.	1,227,859	1,160,980	5.8	41,902,541	38,978,932	7.5	28,437	27,731	2.5
Pub. Ser. Co. of No. Ill. 2/	27,795,576	24,915,842	11.6	918,630,931	801,132,608	14.7	481,351	456,864	5.4
Union Elec. Power Co.	1,833,016	1,689,858	8.5	74,783,929	67,348,699	11.0	41,997	40,878	2.7

1/ Except that Produce Terminal Corporation, one of the nine companies included in this study, reported no Residential Sales in either year.
2/ Western United Gas and Electric Company and Illinois Northern Utilities Company were merged into Public Service Company of Northern Illinois on December 15, 1950, for purposes of this report the data for 1950 and 1949 are stated on a merged basis.

Table 2. (Continued)
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE PER KWH		KWH PER CUSTOMER		REVENUE PER CUSTOMER		% OF TOTAL SALES TO ULT. CONS. 1950	
	1950	1949	1950	1949	1950	1949	REV.	KWH
TOTAL 9 COMPANIES	3.04¢	3.11¢	1,636	1,523	$49.73	$47.29	29.92%	18.95%
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	3.03	3.11	1,783	1,652	54.05	51.38	32.56	20.89
Cent. Ill. Elec. & Gas Co.	2.93	2.99	1,747	1,632	51.21	48.86	32.36	25.27
Cent. Ill. Light Co.	2.44	2.49	1,956	1,857	47.82	46.24	28.27	18.88
Cent. Ill. Pub. Ser. Co.	3.66	3.77	1,417	1,310	51.90	49.40	33.01	22.16
Commonwealth Edison Co.	3.06	3.10	1,458	1,372	44.55	42.53	26.73	16.67
Illinois Power Co.	3.04	3.12	1,768	1,655	53.80	51.65	33.73	24.02
Iowa-Illinois Gas & Elec. Co.	2.93	2.98	1,474	1,406	43.18	41.87	27.52	18.53
Pub. Ser. Co. of No. Ill.	3.03	3.11	1,908	1,754	57.74	54.54	35.43	22.67
Union Elec. Power Co.	2.45	2.51	1,781	1,648	43.65	41.34	18.61	8.86

Table 3.
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1950	1949	Change	1950	1949	Change	1950	1949	Change
TOTAL 9 COMPANIES 1/	$11,976,164	$10,784,192	11.1%	432,989,362	377,531,526	14.7%	117,937	113,296	4.1%
Cent. Ill. Elec. & Gas Co.	627,775	564.526	11.1	19,924,579	17,060,242	16.8	5,459	5,185	5.3
Cent. Ill. Light Co.	646,442	595,765	8.5	32,981,063	29,498,446	11.8	7,197	7,074	1.7
Cent. Ill. Pub. Ser. Co.	1,433,005	1,293,817	10.8	42,025,846	36,604,061	14.8	15,825	15,038	5.2
Illinois Power Co.	3,025,645	2,708,360	11.7	91,223,035	78,460,935	16.3	30,597	29,164	4.9
Iowa-Illinois Gas & Elec. Co.	342,488	301,966	13.4	11,885,456	10,197,212	16.6	5,514	5,085	8.4
Pub. Ser. Co. of No. Ill. 2/	5,464,630	4,963,171	10.4	219,440,666	193,344,776	13.5	47,476	46,612	1.9
Union Elec. Power Co.	436,179	356,587	22.3	15,508,717	12,365,854	25.4	5,869	5,138	14.2

1/ Except that Commonwealth Edison Company and Produce Terminal Corporation, two of the nine companies included in this study, reported no Rural Sales in either year.

2/ Western United Gas and Electric Company and Illinois Northern Utilities Company were merged into Public Service Company of Northern Illinois on December 15, 1950, for purposes of this report the data for 1950 and 1949 are stated on a merged basis.

Table 3. (Continued)
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE PER KWH		KWH PER CUSTOMER		REVENUE PER CUSTOMER	
	1950	1949	1950	1949	1950	1949
TOTAL 9 COMPANIES	2.77¢	2.86¢	3,671	3,332	$101.55	$ 95.19
Cent. Ill. Elec. & Gas Co.	3.15	3.31	3,650	3,290	103.41	108.88
Cent. Ill. Light Co.	1.96	2.02	4,583	4,169	89.82	84.22
Cent. Ill. Pub. Ser. Co.	3.41	3.53	2,656	2,434	90.55	86.04
Illinois Power Co.	3.32	3.45	2,981	2,690	98.89	92.87
Iowa-Illinois Gas & Elec. Co.	2.88	2.96	2,156	2,005	62.11	59.38
Pub. Ser. Co. of No. Ill.	2.49	2.57	4,622	4,148	115.10	106.48
Union Elec. Power Co.	2.81	2.88	2,642	2,507	74.32	69.40

Table 4.
ILLINOIS ELECTRIC UTILITIES
LARGE POWER & LIGHT

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% OF TOTAL SALES TO ULT. CONS. 1950	
	1950	1949	Change	1950	1949	Change	1950	1949	Change	1950	1949	REV.	KWH
TOTAL 9 COMPANIES	$113,610,453	$101,846,704	11.6%	9,030,657,982	7,893,817,219	14.4%	8,765	8,362	4.8%	1.25¢	1.29¢	35.50%	54.37%
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	57,140,692	50,493,525	13.2	4,838,154,477	4,164,972,776	16.2	3,302	3,164	4.4	1.18	1.21	32.74	53.93
Cent. Ill. Elec. & Gas Co.	2,436,961	2,112,556	15.4	156,995,806	129,170,640	21.5	178	142	25.4	1.55	1.64	31.05	45.79
Cent. Ill. Light Co.	5,718,946	5,121,855	11.7	485,481,070	436,882,019	11.1	303	292	3.8	1.18	1.17	43.68	60.54
Cent. Ill. Pub. Ser. Co.	7,412,886	6,577,612	12.7	510,158,073	436,798,311	16.8	708	635	11.5	1.45	1.51	28.99	49.07
Commonwealth Edison Co.	56,469,761	51,353,179	10.0	4,192,503,505	3,728,844,443	12.4	5,463	5,198	5.1	1.35	1.38	38.79	54.88
Illinois Power Co.	9,354,434	8,312,478	12.5	698,823,026	599,978,365	16.5	407	388	4.9	1.34	1.39	27.98	45.28
Iowa-Illinois Gas & Elec. Co.	1,119,660	1,088,574	2.9	103,078,650	103,390,151	-0.3	36	36	0.0	1.09	1.05	25.10	45.60
Produce Terminal Corp.	1,551,905	1,521,381	2.0	112,771,939	105,945,052	6.4	103	105	-1.9	1.38	1.44	96.80	92.04
Pub. Ser. Co. of No. Ill. 1/	23,632,530	20,627,551	14.6	2,077,861,583	1,788,422,219	16.2	1,459	1,435	1.7	1.14	1.15	30.13	51.28
Union Elec. Power Co.	5,913,370	5,131,518	15.2	692,984,330	564,386,019	22.8	108	131	-17.5	0.85	0.91	60.06	82.17

1/ Western United Gas and Electric Company and Illinois Northern Utilities Company were merged into Public Service Company of Northern Illinois on December 15, 1950, for purposes of this report the data for 1950 and 1949 are stated on a merged basis.

Table 5.
ILLINOIS ELECTRIC UTILITIES
SMALL POWER & LIGHT

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1950	1949	Change	1950	1949	Change	1950	1949	Change	1950	1949
TOTAL 9 COMPANIES	$77,865,665	$73,740,720	5.6%	2,386,902,961	2,231,390,099	7.0%	299,589	294,259	1.8%	3.26¢	3.30¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	40,498,784	37,744,544	7.3	1,291,099,628	1,186,781,873	8.8	156,682	152,733	2.6	3.14	3.18
Cent. Ill. Elec. & Gas Co.	1,954,327	1,811,202	7.9	62,673,448	57,058,809	9.8	7,004	6,985	0.3	3.12	3.17
Cent. Ill. Light Co.	2,778,010	2,633,772	5.5	121,866,168	115,858,013	5.2	10,883	10,621	2.5	2.28	2.27
Cent. Ill. Pub. Ser. Co.	7,673,657	7,317,140	4.9	220,252,126	206,829,685	6.5	34,506	34,257	0.7	3.48	3.54
Commonwealth Edison Co.	37,366,881	35,996,176	3.9	1,095,803,333	1,044,608,226	4.9	142,907	141,526	1.0	3.41	3.45
Illinois Power Co.	8,801,740	8,250,186	6.7	308,193,584	285,811,947	7.8	38,008	36,637	3.7	2.86	2.89
Iowa-Illinois Gas & Elec. Co. 1/	1,520,385	1,411,539	7.7	56,917,038	51,112,797	11.4	5,839	5,806	0.6	2.67	2.76
Produce Terminal Corp. 2/	208,194	169,658	22.7	7,532,947	5,623,662	34.0	113	108	4.6	2.76	3.02
Pub. Ser. Co. of No. Ill. 3/	16,020,928	14,752,767	8.6	459,024,421	416,060,192	10.3	54,804	52,842	3.7	3.49	3.55
Union Elec. Power Co.	1,541,543	1,398,280	10.2	54,639,896	48,426,768	2.8	5,525	5,477	0.9	2.82	2.89

1/ Account 608, Other Sales, amounting to $616 revenue and 14,148 kilowatt-hours for seven customers in 1950, and $672 revenue and 14,028 kilowatt-hours for eight customers in 1949, has been included in Small Power and Light Sales for the purpose of this study. Only one other company reported this class of business.

2/ Account 608, Other Sales, amounting to $2,489 revenue and 67,800 kilowatt-hours for two customers in 1950, and $3,754 revenue and 99,000 kilowatt-hours for two customers in 1949, has been included in Small Power and Light Sales for the purpose of this study. Only one other company reported this class of business.

3/ Western United Gas and Electric Company and Illinois Northern Utilities Company were merged into Public Service Company of Northern Illinois on December 15, 1950, for purposes of this report the data for 1950 and 1949 are stated on a merged basis.

Table 6.
ILLINOIS ELECTRIC UTILITIES
PUBLIC STREET & HIGHWAY LIGHTING

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1950	1949	Change	1950	1949	Change	1950	1949	Change	1950	1949
TOTAL 9 COMPANIES 1/	$2,251,948	$1,814,099	24.1%	129,707,613	84,177,771	54.1%	1,302	1,266	2.8%	1.74¢	2.16¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co. 1/	1,733,420	1,630,283	6.3	81,200,123	75,082,709	8.1	1,300	1,264	2.8	2.13	2.17
Cent. Ill. Elec. & Gas Co.	106,405	101,654	4.7	4,388,089	4,394,108	-0.1	49	46	6.5	2.42	2.31
Cent. Ill. Light Co.	213,293	190,958	11.2	8,434,392	6,665,918	26.5	38	36	5.6	2.53	2.86
Cent. Ill. Pub. Ser. Co.	304,444	297,608	2.3	12,853,851	12,306,193	4.5	383	381	0.5	2.37	2.42
Commonwealth Edison Co.	518,528	183,816	182.1	48,507,490	9,095,062	433.3	2	2	0.0	1.07	2.02
Illinois Power Co.	196,666	187,809	4.7	5,458,803	4,926,338	10.8	302	295	2.4	3.60	3.81
Iowa-Illinois Gas & Elec. Co.	88,148	85,535	3.1	2,725,757	2,631,938	3.6	10	11	-9.1	3.23	3.25
Pub. Ser. Co. of No. Ill. 2/	719,838	669,094	7.6	43,516,970	40,547,239	7.3	465	449	3.6	1.65	1.65
Union Elec. Power Co.	104,626	97,625	7.2	3,822,261	3,610,975	5.9	53	46	15.2	2.74	2.70

1/ Except that Produce Terminal Corporation, one of the nine companies included in this study, reported no Public Street and Highway Lighting Sales in either year.

2/ Western United Gas and Electric Company and Illinois Northern Utilities Company were merged into Public Service Company of Northern Illinois on December 15, 1950, for purposes of this report the data for 1950 and 1949 are stated on a merged basis.

Table 7
ILLINOIS ELECTRIC UTILITIES
OTHER SALES TO PUBLIC AUTHORITIES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1950	1949	Change	1950	1949	Change	1950	1949	Change	1950	1949
TOTAL 9 COMPANIES	$7,850,938	$7,757,820	1.2%	600,715,895	659,248,553	-8.9%	5,973	6,049	-1.3%	1.31¢	1.18¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	4,189,760	4,105,405	2.1	314,811,460	345,331,285	-8.8	4,614	4,734	-2.5	1.33	1.19
Cent. Ill. Elec. & Gas Co.	181,736	168,428	7.9	12,166,936	11,107,898	9.5	128	146	-12.3	1.49	1.52
Cent. Ill. Light Co.	33,904	32,393	4.7	1,662,428	1,574,995	5.6	23	27	-14.8	2.04	2.05
Cent. Ill. Pub. Ser. Co.	304,115	295,587	2.9	23,739,996	22,921,569	3.6	167	171	-2.3	1.28	1.29
Commonwealth Edison Co.	3,661,178	3,652,415	0.2	285,904,435	313,917,268	-8.9	1,359	1,315	3.3	1.28	1.16
Ill. Power Co.	312,399	302,518	3.3	30,583,579	29,166,808	4.9	168	171	-1.8	1.02	1.04
Iowa-Illinois Gas & Elec. Co.	162,491	159,612	1.8	9,520,396	9,974,204	-4.6	7	7	0.0	1.50	1.60
Produce Terminal Corp.	27,808	27,009	3.0	2,211,515	1,970,794	12.2	4	5	-20.0	1.26	1.37
Pub. Ser. Co. of No. Ill. 1/	3,151,063	3,104,399	1.5	233,413,310	267,161,264	-12.6	4,109	4,200	-2.2	1.35	1.16
Union Elec. Power Co.	16,244	15,459	5.1	1,513,300	1,453,753	4.1	8	7	14.3	1.07	1.06

1/ Western United Gas and Electric Company and Illinois Northern Utilities Company were merged into Public Service Company of Northern Illinois on December 15, 1950, for purposes of this report the data for 1950 and 1949 are stated on a merged basis.

Table 8
ILLINOIS ELECTRIC UTILITIES
SALES TO RAILROADS & RAILWAYS

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1950	1949	Change	1950	1949	Change	1950	1949	Change	1950	1949
TOTAL 9 COMPANIES 1/	$10,766,288	$10,483,691	2.7%	880,267,492	940,571,709	-6.4%	10	10	0.0%	1.22¢	1.11¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co. 1/	2,122,496	1,930,656	9.9	137,962,548	129,430,694	6.6	7	7	0.0	1.54	1.49
Commonwealth Edison Co.	8,643,792	8,553,035	1.1	742,304,944	811,141,015	-8.5	3	3	0.0	1.16	1.05
IllinoisPower Co.	462,116	455,324	1.5	38,194,053	37,768,921	1.1	3	3	0.0	1.21	1.21
Pub. Ser. Co. of No. Ill. 2/	1,660,380	1,475,332	12.5	99,768,495	91,661,773	8.8	4	4	0.0	1.66	1.59

1/ Except that Central Illinois Electric and Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Iowa-Illinois Gas and Electric Company, Produce Terminal Corporation and Union Electric Power Company, six of the nine companies included in this study, reported no Sales to Railroads and Railways in either year.

2/ Western United Gas and Electric Company and Illinois Northern Utilities Company were merged into Public Service Company of Northern Illinois on December 15, 1950, for purposes of this report the data for 1950 and 1949 are stated on a merged basis.

Table 9
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1950	1949	Change	1950	1949	Change	1950	1949	Change	1950	1949
TOTAL 9 COMPANIES	$320,058,635	$295,075,499	8.5%	16,609,545,091	15,041,003,558	10.4%	2,358,338	2,297,853	2.6%	1.92¢	1.96¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	174,477,139	158,486,123	10.1	8,970,711,491	7,944,300,126	12.9	1,334,937	1,283,296	4.0	1.94	1.97
Cent. Ill. Elec. & Gas Co.	7,846,620	7,092,094	10.6	342,803,912	296,763,722	15.5	62,407	60,270	3.5	2.28	2.38
Cent. Ill. Light Co.	13,091,982	12,025,460	8.7	801,850,433	729,069,857	9.9	95,846	92,678	3.5	1.63	1.64
Cent. Ill. Pub. Ser. Co.	25,568,444	23,646,863	8.1	1,039,450,096	924,000,630	12.5	214,231	209,701	2.2	2.46	2.55
Commonwealth Edison Co.	145,581,496	136,589,376	6.6	7,638,833,600	7,096,703,432	7.6	1,023,401	1,014,557	0.8	1.90	1.92
Illinois Power Co.	33,431,232	30,597,969	9.3	1,543,152,002	1,368,719,036	12.7	279,162	267,670	4.3	2.16	2.23
Iowa-Illinois Gas & Elec. Co.	4,461,031	4,208,206	6.0	226,029,838	216,285,234	4.5	39,843	38,676	3.0	1.97	1.94
Produce Terminal Corp.	1,787,907	1,718,048	4.1	122,516,401	113,539,508	7.9	220	218	1.0	1.45	1.51
Pub. Ser. Co. of No. Ill. 1/	78,444,945	70,508,156	11.3	4,051,656,376	3,598,330,071	12.6	589,668	562,406	4.8	1.93	1.95
Union Elec. Power Co.	9,844,978	8,689,327	13.3	843,252,433	697,592,068	20.9	53,560	51,677	3.7	1.16	1.24

1/ Western United Gas and Electric Company and Illinois Northern Utilities Company were merged into Public Service Company of Northern Illinois on December 15, 1950, for purposes of this report the data for 1950 are stated on a merged basis.

Table 10.
ILLINOIS ELECTRIC UTILITIES
SALES TO OTHER ELECTRIC UTILITIES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1950	1949	Change	1950	1949	Change	1950	1949	Change	1950	1949
TOTAL 9 COMPANIES 1/	$44,588,965	$43,007,889	3.7%	6,391,414,407	6,465,334,946	-1.2%	110	89	23.6%	0.70¢	0.67¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co. 1/	28,465,488	28,018,668	1.6	3,902,613,530	4,000,154,878	-2.4	104	95	9.5	0.73	0.70
Cent. Ill. Elec. & Gas Co.	1,687 2/	-	-	153,400 2/	-	-	2/	-	-	-	-
Cent. Ill. Light Co.	307,045	172,394	78.1	32,770,541	16,940,655	93.4	6	4	50.0	0.94	1.02
Cent. Ill. Pub. Ser. Co.	2,188,509	2,170,719	0.8	243,562,446	207,718,989	17.3	58	50	16.0	0.90	1.05
Commonwealth Edison Co.	16,123,477	14,989,221	7.6	2,488,800,877	2,465,180,068	1.0	6	6	0.0	0.65	0.61
Illinois Power Co.	2,032,635	1,563,256	30.0	218,759,546	147,175,764	48.6	28	29	-3.5	0.93	1.06
Iowa-Illinois Gas & Elec. Co.	156,285	130,802	19.5	18,003,000	15,510,000	16.1	1	1	0.0	0.87	0.84
Pub. Ser. Co. of No. Ill. 3/	3,826,540	2,701,289	41.7	759,029,374	654,142,065	16.0	8	8	0.0	0.50	0.41
Union Elec. Power Co.	19,952,787	21,280,208	-6.2	2,630,335,223	2,958,667,405	-11.1	3	3	0.0	0.76	0.72

1/ Except that Produce Terminal Corporation reported no Sales to Other Electric Utilities in either year.

2/ Emergency service for portions of six days.

3/ Western United Gas and Electric Company and Illinois Northern Utilities Company were merged into Public Service Company of Northern Illinois on December 15, 1950, for purposes of this report the data for 1950 and 1949 are stated on a merged basis.

Table 11.
ILLINOIS ELECTRIC UTILITIES
INTERDEPARTMENTAL SALES

	REVENUE			KILOWATT-HOURS			REVENUE PER KWH	
	1950	1949	Change	1950	1949	Change	1950	1949
TOTAL 9 COMPANIES 1/	$30,845	$36,798	-16.2%	3,604,487	4,374,846	-17.6%	0.85¢	0.84
Cent. Ill. Light Co.	4,921	4,766	3.3	207,593	206,415	0.6	2.37	2.31
Illinois Power Co.	7,172	12,303	-41.7	896,694	1,537,831	-41.7	0.80	0.80
Produce Terminal Corp.	18,752	19,729	-5.0	2,500,200	2,630,600	-5.0	0.75	0.75

1/ Except that Central Illinois Electric and Gas Company, Central Illinois Public Service Company, Commonwealth Edison Company, Iowa-Illinois Gas and Electric Company, Public Service Company of Northern Illinois, Union Electric Power Company six of the nine companies reported no Interdepartmental Sales in either year.

Table 12.
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES OF ELECTRIC ENERGY

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1950	1949	Change	1950	1949	Change	1950	1949	Change	1950	1949
TOTAL 9 COMPANIES	$364,678,445	$338,120,186	7.9%	23,004,563,985	21,510,713,350	6.9%	2,358,448	2,297,954	2.6%	1.59¢	1.57¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	202,973,472	186,541,589	8.8	12,876,929,508	11,948,829,850	7.8	1,335,041	1,283,391	4.0	1.58	1.56
Cent. Ill. Elec. & Gas Co.	7,848,307	7,092,094	10.7	342,957,312	296,763,722	15.6	62,407	60,270	3.5	2.29	2.39
Cent. Ill. Light Co.	13,403,948	12,202,620	9.8	834,828,567	746,216,927	11.9	95,852	92,682	3.4	1.61	1.64
Cent. Ill. Pub. Ser. Co.	27,756,953	25,817,582	7.5	1,283,012,542	1,131,719,619	13.4	214,289	209,751	2.2	2.16	2.28
Commonwealth Edison Co.	161,704,973	151,578,597	6.7	10,127,634,477	9,561,883,500	5.9	1,023,407	1,014,563	0.9	1.60	1.59
Illinois Power Co.	35,471,039	32,173,528	10.2	1,762,808,242	1,517,432,631	16.2	279,190	267,699	4.3	2.01	2.12
Iowa-Illinois Gas & Elec. Co.	4,617,316	4,339,008	6.4	244,032,838	231,795,234	5.3	39,844	38,677	3.0	1.89	1.87
Produce Terminal Corp.	1,806,659	1,737,777	4.0	125,016,601	116,170,108	7.6	220	218	0.9	1.45	1.50
Pub. Ser. Co. of No. Ill. 1/	82,271,485	73,209,445	12.4	4,810,685,750	4,252,472,136	13.1	589,676	562,414	4.8	1.71	1.72
Union Elec. Power Co.	29,797,765	29,969,535	-0.6	3,473,587,656	3,656,259,473	-5.0	53,563	51,680	3.6	0.86	0.82

1/ Western United Gas and Electric Company and Illinois Northern Utilities Company were merged into Public Service Company of Northern Illinois on December 15, 1950, for purposes of this report the data for 1950 and 1949 are stated on a merged basis.

Table 13
ILLINOIS ELECTRIC UTILITIES
OTHER ELECTRIC OPERATING REVENUE

	REVENUE		
	1950	1949	Change
TOTAL 9 COMPANIES	$4,346,189	$3,963,675	9.7%
TOTAL 9 COMPANIES ex. of Commonwealth Edison Co.	1,977,116	1,950,017	1.4
Cent. Ill. Elec. & Gas Co.	54,045	47,735	3.2
Cent. Ill. Light Co.	135,845	132,625	2.4
Central Ill. Public Service Co.	121,632	124,378	-2.2
Commonwealth Edison Co.	2,369,073	2,013,658	17.7
Ill. Power Co.	342,210	313,973	9.0
Iowa-Illinois Gas & Elec. Co.	322,153	383,406	-16.0
Produce Terminal Corporation	2,097	2,125	-1.3
Pub. Service Co. of No. Ill.	885,745	821,967	7.8
Union Electric Power Co.	113,389	123,808	-8.4

Table 14
ILLINOIS ELECTRIC UTILITIES
TOTAL ELECTRIC OPERATING REVENUE

	REVENUE		
	1950	1949	Change
TOTAL 9 COMPANIES	$369,024,634	$342,083,861	7.9%
TOTAL 9 COMPANIES ex. of Commonwealth Edison Co.	204,950,588	188,491,606	8.7
Cent. Ill. Elec. & Gas Co.	7,902,352	7,139,829	10.7
Cent. Ill. Light Co.	13,539,793	12,335,245	9.8
Central Ill. Public Service Co.	27,878,585	25,941,960	7.5
Commonwealth Edison Co.	164,074,046	153,592,255	6.8
Illinois Power Co.	35,813,249	32,487,501	10.2
Iowa-Illinois Gas & Elec. Co.	4,939,469	4,722,414	4.6
Produce Terminal Corporation	1,808,756	1,739,902	4.0
Pub. Ser. Co. of No. Ill.	83,157,230	74,031,412	12.3
Union Electric Power Co.	29,911,154	30,093,343	-0.6

Table 15
TRENDS IN ELECTRIC SALES
by
Nine Large Electric Utilities
1932-1950

Year	REVENUE (Millions)			KILOWATT-HOURS (Millions)			CUSTOMERS (Thousands)			AVERAGE REVENUE PER KWH		
	Residential Sales *	Other Sales	Total Sales to Ult. Cons.	Residential Sales *	Other Sales	Total Sales to Ult. Cons.	Residential Sales*	Other Sales	Total Sales to Ult. Cons.	Residential Sales *	Other Sales	Total Sales to Ult. Cons.
1932	48 1/	85	133 1/	901	4,211	5,112	1,435	308	1,743	5.18¢	2.03¢	2.61¢
1933	46 1/	82	128 1/	878	4,151	5,029	1,422	287	1,709	5.24	1.97	2.54
1934	48 1/	85	133 1/	937	4,474	5,411	1,464	281	1,745	5.08	1.90	2.45
1935	49 1/	89	138 1/	1,011	4,760	5,771	1,493	279	1,772	4.89	1.87	2.40
1936	51 1/	97	148 1/	1,087	5,442	6,528	1,524	287	1,811	4.70	1.78	2.27
1937	53	104	157	1,218	5,933	7,151	1,558	288	1,846	4.32	1.76	2.20
1938	55	102	157	1,310	5,393	6,703	1,581	298	1,879	4.19	1.89	2.34
1939	57	108	165	1,392	6,018	7,410	1,608	305	1,913	4.06	1.80	2.22
1940	59	116	175	1,500	6,629	8,129	1,638	315	1,953	3.96	1.75	2.16
1941	62	127	189	1,604	7,592	9,196	1,673	326	1,998	3.90	1.66	2.06
1942	64	134	198	1,672	8,476	10,148	1,705	326	2,031	3.86	1.58	1.95
1943	66	143	209	1,737	9,775	11,512	1,718	285	2,033	3.80	1.46	1.81
1944	68	151	219	1,806	10,613	12,419	1,727	318	2,045	3.76	1.43	1.76
1945	72	154	226	1,949	10,344	12,293	1,765	334	2,099	3.69	1.49	1.84
1946	74	157	231	2,162	9,736	11,898	1,797	354	2,151	3.42	1.61	1.94
1947	76	178	254	2,341	11,127	13,468	1,782	397	2,179	3.25	1.60	1.89
1948	82	198	280	2,594	12,110	14,704	1,823	411	2,234	3.17	1.63	1.90
1949	89	208	295	2,854	12,187	15,041	1,875	423	2,298	3.11	1.71	1.96
1950	96	224	320	3,148	13,462	16,610	1,925	433	2,358	3.04	1.67	1.92

* Exclusive of the Produce Terminal Corporation, which reports no residential sales.

1/ Includes forfeited discounts.

Adlai E. Stevenson, Governor

ILLINOIS GAS UTILITIES
A Comparative Study of 1951 Sales

Research Bulletin No. 47

Walter T. Fisher, Chairman
Cyrus Colter
James J. Danaher
Dale E. Sutton
June G. Van Keuren, Commissioners
Edward J. McAvoy, Secretary

ACCOUNTS AND FINANCE SECTION
Division of Reports
ILLINOIS COMMERCE COMMISSION

7 (A-6967)

Research Bulletin No. 47

ILLINOIS GAS UTILITIES

A Comparative Study of 1951 Sales

As Reported by the Ten Largest Illinois Gas Utilities which Account for Approximately 98% of All Gas Sold to Ultimate Consumers in Illinois Under the Jurisdiction of the Illinois Commerce Commission

ILLINOIS COMMERCE COMMISSION
Division of Reports
Accounts and Finance Section

TABLE OF CONTENTS

LIST OF TABLES

ILLINOIS COMMERCE COMMISSION
Accounts and Finance Section
Springfield, Illinois

April 10, 1952

Hon. Walter T. Fisher, Chairman
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

I am transmitting to you herewith Research Bulletin No. 47 entitled "Illinois Gas Utilities, A Comparative Study of 1951 Sales" prepared by the Accounts and Finance Section-Division of Reports under the supervision of Mr. E. L. Peck.

Yours very truly,

Fred Kleinman

FRED KLEINMAN, Chief
Accounts and Finance

ILLINOIS COMMERCE COMMISSION
Division of Reports
Accounts and Finance Section
Springfield, Illinois

April 10, 1952

Mr. Fred Kleinman, Chief
Accounts and Finance Section
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

This study, Research Bulletin No. 47 entitled "Illinois Gas Utilities, A Comparative Study of 1951 Sales" is herewith transmitted by the Division of Reports, Accounts and Finance Section. This bulletin provides a timely analysis of gas sales for the year 1951 as compared to 1950.

The textual portion of the study reviews briefly the principal points of interest derived from the tabulations made during the comparison. There has been no attempt to determine the reasonableness or unreasonableness of the material given, but in a few instances there have been statements given to clarify questionable data.

The statistical tables form the basic part of this study and constitute a permanent reference in regard to comparative sales by the companies during the past two years.

Yours very truly,

E. L. Peck

E. L. PECK, Chief
Division of Reports

INTRODUCTORY CONSIDERATIONS

1. Scope of Study

This analysis presents a comparison of 1951 gas sales with those for the year 1950, with respect to the ten largest public utilities furnishing gas service in the state of Illinois. This study confines itself solely to those ten companies, whose total gas sales accounts for approximately 98% of the total sales in this State. The companies included are:

Central Illinois Electric and Gas Company
Central Illinois Light Company
Central Illinois Public Service Company
Illinois Power Company
Iowa-Illinois Gas and Electric Company
North Shore Gas Company
Public Service Company of Northern Illinois
The Peoples Gas Light and Coke Company
Union Electric Power Company
Union Gas & Electric Company

Included in this study are basic statistical Tables Nos. 1 to 12 providing detailed data necessary for a comparative study of gas sales. Tables Nos. 2 to 10 inclusive, show data for both 1951 and 1950 together with computations showing percentage changes in 1951 over 1950, average revenue per therm, therms per customer and average revenue per customer in each of several classifications. In addition, there is also tabulated a summary of the aggregate totals for all companies, both inclusive and exclusive of The Peoples Gas Light and Coke Company.

2. Sources of Information

The basic source of sales data shown in the various tables is supplied by each of the ten companies heretofore mentioned and is taken from their reports for the twelve months ending December 31, 1951, (Form C, 1943 Revision). These reports are preliminary and are filed subject to audit before the final annual reports are received. Past experience indicates that only minor changes may be expected with respect to sales data reported in monthly statements and the preliminary annual report for the year referred to above.

3. Accounting Considerations

All of the companies considered by this study follow the Uniform System of Accounts as prescribed in the Commission's General Order 143. This system of accounts includes an item

designated as Account 607-Interdepartmental Sales. For the purpose of this study, as in prior Research Bulletins, these interdepartmental sales have not been considered as sales to ultimate consumers. Also provided by the Uniform System of Accounts is Account 608-Other Sales, which does not affect this study for the reason that none of the ten companies reported such sales.

4. Other Considerations

The segregation of Residential Sales exclusive of Space-heating (Table 2) and Residential Space-heating sales (Table 3) must be interpreted in the light of the fact that Residential Space-heating sales includes all sales made through one meter a combination rate for all domestic purposes including Space-heating and are accounted for entirely as space-heating sales, whereas Residential Sales, exclusive of Space-heating, includes only those sales of gas to residential customers that are not classified as Residential Space-heating customers.

It should be noted that a comparison between companies should be viewed in the light of the fact that operating conditions, operating practices, rate structures and the application of statistical methods and summaries may differ in various companies.

It should also be noted that two companies, Public Service Company of Northern Illinois and The Peoples Gas Light and Coke Company adopted bi-monthly billing during the year 1951, which resulted in delaying over $3,000,000 in revenue and an undetermined number of therms of gas unbilled.

This study continues the policy of only setting forth the facts as determined by the statistical tables and no attempt has been made to criticize the data reported.

GAS SALES BY CLASS OF SERVICE

1. Comparative Consolidated Summary, Table 1, pages 10 and 11.

This table summarizes the total revenue, therm sales and the average number of customers for each class of service, together with the relative ratios and percentage of change in 1951 sales as compared with those of 1950. Discussion of this

information is confined to that for the more important classes of service that follow.

2. Total Operating Revenue, Table 12, page 25.

The total operating revenue of the ten companies rose from $112,032,586 in 1950 to $123,506,641 in 1951, an increase of 10.2%. Exclusive of The Peoples Gas Light and Coke Company's operations the total operating revenue increased from $58,273,166 in 1950 to $65,637,620 in 1951 a gain of 12.6%. This would indicate that the rate of increase for the principal metropolitan area in Illinois was considerably less than for the rest of the State. All of the ten companies reported increases ranging from a low of 5.8% for Union Gas & Electric Company to a high of 39.1% for Union Electric Power Company

3. Other Gas Operating Revenue Table 11. page 24.

This classification ordinarily consists chiefly of customers forfeited discounts and rents, but for the year 1951 it also includes $1,845,708 of unbilled gas sales revenue reported by the Peoples Gas Light and Coke Company.

4. Total Gas Sales, Table 10, page 23.

Sales in this table include sales to ultimate consumers, and interdepartmental sales. The behavior of this account is, substantially the same as total sales to ultimate consumers account, because the interdepartmental sales account for only 0.17% of total gas operating revenue.

Revenue from total gas sales for the ten companies amounted to $119,691,341 in 1951, an increase of 8.6% over the $110,245,775 reported for the year 1950. Therm sales rose 6.1% while the average number of customers increased 2.5%

5. Interdepartmental Sales, Table 9, page 22.

Only three companies reported such sales for the year 1951. Central Illinois Light Company, Illinois Power Company and Iowa-Illinois Gas and Electric Company, all three reported increases in this classification in revenue, while only two companies reported increases in therm sales.

6. Total Sales to Ultimate Consumers, Table 8, page 21.

The adoption of bi-monthly billing by two companies during the year 1951 resulted in delaying approximately

$3,000,000 in gross revenue, therefore the revenue and therm sales for 1951 are not strictly comparable to the 1950 sales.

During the period under review, revenue from the sales of gas to ultimate consumers totalled $119,481,283 in 1951, an 8.5% gain over the $110,094,374 reported for the year 1950. All of the companies reported increases in revenue ranging from a low of 4.3% for The Peoples Gas Light & Coke Company to a high of 39.2% for the Union Electric Power Company.

Exclusive of The Peoples Gas Light and Coke Company, the aggregate revenue in 1951 amounted to $64,151,318 with total therm sales of 955,151,433. The average number of customers increased from 733,921 to 768,050. These results represent an increase of 12.5%, 12.4% and 4.7% in revenue, therm sales and average number of customers, respectively, as compared to similar data for 1950.

Total sales to ultimate consumers represent the most accurate index of gas sales that can be reasonably obtained and for the purpose of this report has been used as the common denominator for measuring the relative importance of consumer sales. The percentage of change recorded in gas sales to ultimate consumers during the period under review has been affected by increased use of gas in the industrial field. More gas has been used by the Industrial Non-interruptible group, reducing the availability of gas for the Industrial Interruptible group. Residential Space-heating sales also accounted for a large part of this increase. It is noted that the total industrial sales account for 47 percent of the total therms sold to ultimate consumers while the revenue accounts for only 23 percent.

Average revenue per therm rose from 6.49¢ in 1950 to 6.63¢ in 1951. Exclusive of The Peoples Gas Light and Coke Company's sales data, the average revenue per therm increased from 6.71¢ in 1950 to 6.72¢ in 1951. Six of the ten companies recorded decreases in revenue per therm ranging from 0.05¢ to 0.80¢, while the other four companies showed increases ranging from 0.09¢ to 0.72¢ per therm.

7. Residential Sales, Exclusive of Space-heating, Table 2 pages 12 and 13.

The sales of gas to residential customers for all domestic purposes other than Space-heating is included in this class of

service. (See Table 3, pages 14 and 15).

Residential Sales, exclusive of Space-heating in 1951, accounted for 36.4% of the revenue from total sales to ultimate consumers for the ten companies included in this study, while the therm sales in this classification accounted for only 18.3% of the total therms sold to ultimate consumers. This class of service includes 81.4% of the total gas customers in the State. These percentages indicate that residential sales are the principal source of revenue, although consuming about one-fifth of the gas sold to ultimate consumers.

Revenue from Residential Sales, exclusive of Space-heating sales, declined from $43,534,781 in 1950 to $43,486,035 in 1951, a decrease of 0.1%. This decrease was due to the delayed billing by Public Service Company of Northern Illinois and The Peoples Gas Light & Coke Company a result of the adoption of bi-monthly billing during 1951. During the same period of comparison therm sales and the average number of customers increased 3.2% and 0.1%, respectively. Seven of the ten companies registered gains in revenue ranging from a low of 0.4% for The Peoples Gas Light & Coke Company to a high of 8.9% for North Shore Gas Company. Central Illinois Light Company and Union Electric Power Company showed decreases of 10.0% and 2.5%, respectively in revenue. Seven of the ten companies recorded increases in therm sales, while only five companies registered gains in the average number of customers.

Exclusive of The Peoples Gas Light and Coke Company's sales data the remaining companies aggregate revenue showed a decrease of 0.7%, while the therm sales recorded an increase of 4.0% with number of customers increasing 0.5%.

Average revenue per therm dropped from 13.61¢ in 1950 to 13.18¢ in 1951, a decrease of 0.43¢. For the ten companies revenue per therm ranged from a low of 11.72¢ for Central Illinois Light Company to a high of 25.35¢ for Union Gas & Electric Company.

Average use per customer rose from 230 in 1950 to 237 therms in 1951. Of the individual companies, Union Gas and Electric Company recorded a low usage of 161 therms per customer as compared to a high usage of 294 therms for the North Shore Gas Company. All companies registered gains in usage per customer ranging from a low of five therms to a high of seventeen therms

per customer.

Revenue per customer showed a decrease of 0.2% or from $31.36 in 1950 to $31.29 in 1951. Revenue per customer for the ten companies during 1950 ranged from a low of $28.95 for The Peoples Gas Light & Coke Company to $46.74 for the North Shore Gas Company.

8. Residential Space-heating Sales, Table 3, pages 14 and 15.

It should be noted that the indicated percent increase in number of customers served, is based on the yearly average number of customers.

Although only a small percentage (12.7%) of residential customers used gas for space-heating, this class of service accounted for 28.4% of total revenue from sales to ultimate consumers; it also accounted for 23.7% of total ultimate consumer therm sales.

Total revenue from Residential Space-heating sales amounted to $33,888,455 in 1951 an increase of 19.7% from the $28,318,515 reported in 1950. Therm sales increased from 353,748,651 in 1950 to 426,091,836 in 1951, an increase of 20.5% while the average number of customers showed an increase of 21.0%.

In 1951, 216,528 Residential Space-heating customers paid an average of 7.95¢ per therm for service as compared with an average of 8.00¢ per therm in 1950. Average used per customer decreased from 1,977 therms in 1950 to 1,968 in 1951 the average annual bill decreased from $158.23 in 1950 to $156.51 in 1951 an average decrease of $1.72 per customer.

9. Commercial Sales, Table 4, pages 16 and 17.

This class of service in the aggregate accounted for approximately 12.1% of the revenue and 11.3% of the therms sold out of total revenue and sales to ultimate consumers during 1951.

Included in this classification are sales for space-heating, off-peak water heating and a wide variety of other so-called commercial uses. During the period under comparison the revenue and therm sales showed an increase of 5.6% and 4.1%, respectively, while the average number of customers increased 1.1%. A total of 89,091 customers in 1951 paid an average of 7.14¢ per therm for an average consumption of 2,278 therms with

an average annual bill of $162.60. For the ten companies, exclusive of The Peoples Gas Light and Coke Company, the average revenue was 8.38¢ per therm, with an average annual consumption per customer of 1,837 therms and an annual average revenue of $153.82 from 47,653 customers.

10. Industrial Non-interruptible Sales. Table 5, page 18.

Gas sold to customers in this classification includes firm gas sold for manufacturing and other industrial purposes.

Industrial Non-interruptible sales revenue increased from $13,902,099 in 1950 to $16,572,388 in 1951, a gain of 19.2%, while therm sales rose from 305,698,944 to 359,401,037, a rise of 17.6%. The average number of customers recorded an increase of 9.0% or from 10,191 to 11,109. Excluding The Peoples Gas Light and Coke Company's operations from the totals, the remaining companies registered increases in revenue and therm sales of 27.5% and 30.1%, respectively, while the average number of customers increased 54.6%.

All of the companies reporting this class of sales reported increases in revenue and therm sales during 1951.

Revenue per therm for the combined ten companies averaged 4.61¢ in 1951, a rise of 0.06¢ from the average of 4.55¢ reported in 1950, while the individual company's average ranged from a low of 3.52¢ for Union Electric Power Company to a high of 14.65¢ for the Union Gas and Electric Company.

11. Industrial Interruptible Sales, Table 6, page 19.

Gas sold in this class of service accounted for 9.1% of total ultimate consumer revenue, while it represented 26.7% of total therms sold. The total Industrial Interruptible customers averaged 140 for the year which was less than one-tenth of one percent of the total ultimate consumers. It is evident from the above statement that this class of service is one of the larger consumers of gas, ranking second to residential therm sales and fourth in terms of revenue. The reason for the comparatively small amount of revenue from interruptible sales is due to the relatively low rates under which this type of service is furnished,

Therm Sales for 1951 totalled 481,270,989 therms as compared to 520,477,039 in 1950, a decrease of 7.5%. Revenue increased

from $10,478,511 in 1950 to $10,897,068 in 1951, a gain of $418,557 or 4.0%, the average number of customers increased 9.4%.

For the individual companies only two, Central Illinois Public Service Company and The Peoples Gas Light & Coke Company registered decreases in revenue, while the above two companies and North Shore Gas Company and Public Service Company of Northern Illinois recorded decreases in therm sales. Only one company, Public Service Company of Northern Illinois reported a decrease in the average number of customers.

For all companies the average revenue per therm increased from 2.01¢ in 1950 to 2.26¢ in 1951, an average increase of 0.25¢ per therm. Of the eight companies reporting this class of service only three of them recorded decreases ranging up to 0.10¢ per therm. The lowest-revenue per therm for interruptible sales was reported by Central Illinois Light Company, that being 1.94¢ and the highest 3.03¢ was recorded by North Shore Gas Company.

12. All Other Classes of Service, Table 7, page 20.

The combined Sales of Public Street and Highway Lighting and Other Sales to Public Authorities accounted for approximately one-tenth of one percent of the total revenue and therm sales to ultimate consumers.

Only three companies with one customer each, reported Public Street and Highway Lighting Sales. Total revenue of these three companies amounted to $4,428 during 1951.

The two companies reporting Other Sales to Public Authorities recorded an aggregate revenue of $146,791.

The total revenue for both Public Street and Highway Lighting and Other Sales to Public Authorities amounted to $151,219 in 1951, an increase of 7.7% over 1950 revenues. The Therm sales increased from 1,754,898 in 1950 to 1,870,189 in 1951, a gain of 6.6%.

TABLE 1.
ILLINOIS GAS UTILITIES*
GAS SALES BY CLASS OF SERVICE

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change
TOTAL GAS OPERATING REVENUES	$123,506,641	$112,032,586	10.2%						
- Other Gas Revenues	3,815,300 1/	1,786,811	113.5						
Total Gas Sales	119,691,341	110,245,775	8.6	1,812,287,224	1,708,401,058	6.1%	1,707,684	1,666,639	2.5%
Interdepartmental Sales	210,058	151,401	38.7	10,769,409	11,987,205	-10.2	1	1	0.0
Total Sales to Ultimate Consumers	119,481,283	110,094,374	8.5	1,801,517,815	1,696,413,853	6.2	1,707,683	1,666,638	2.5
Residential Sales Ex. of Space-Htg.	43,486,035	43,534,781	-0.1	329,956,694	319,805,697	3.2	1,389,886	1,388,361	0.1
Residential Space-heating Sales	33,888,455	28,318,515	19.7	426,091,836	353,748,651	20.5	216,528	178,968	21.0
Total Commercial Sales	14,486,118	13,720,009	5.6	202,927,070	194,928,624	4.1	89,091	88,157	1.1
Industrial Non-Interruptible	16,572,388	13,902,099	19.2	359,401,037	305,698,944	17.6	11,109	10,191	9.0
Industrial Interruptible	10,897,068	10,478,511	4.0	481,270,989	520,477,039	-7.5	140	128	9.4
All Other Sales	151,219	140,459	7.7	1,870,189	1,754,898	6.6	929	833	11.5

* Ten large companies. See page 2 for list.
1/ Includes $1,845,708 in account 613, unbilled Gas Sales Revenue.

TABLE 1. (Concluded)
ILLINOIS GAS UTILITIES*
GAS SALES BY CLASS OF SERVICE

	REVENUE PER THERM 1951	% TOTAL OPERATING REVENUE 1951	% TOTAL SALES TO ULTIMATE CONSUMERS 1951 REV.	% TOTAL SALES TO ULTIMATE CONSUMERS 1951 THERMS
TOTAL GAS OPERATING REVENUES		100.00%		
Other Gas Revenues		3.09		
Total Gas Sales	6.60¢	96.91		
Interdepartmental Sales	1.95	0.17		
Total Sales to Ultimate Consumers	6.63	96.74	100.00%	100.00%
Residential Sales, Ex. of Space-heating	13.18	35.21	36.40	18.32
Residential Space-heating Sales	7.95	27.44	28.36	23.65
Total Commercial Sales	7.14	11.73	12.12	11.27
Industrial Non-Interruptible	4.61	13.42	13.87	19.95
Industrial Interruptible	2.26	8.82	9.12	26.71
All other Sales	8.09	0.12	0.13	0.10

* Ten large companies. See page 2 for list.

TABLE 2.
ILLINOIS GAS UTILITIES
RESIDENTIAL SALES, EXCLUSIVE OF SPACE-HEATING

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change
TOTAL 10 COMPANIES	$43,486,035	$43,534,781	-0.1%	329,956,694	319,805,697	3.2%	1,389,886	1,388,361	0.1%
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	19,783,254	19,925,897	-0.7	131,669,801	126,582,035	4.0	571,015	568,386	0.5
Cent. Ill. Elec. & Gas Co.	1,202,268	1,147,275	4.8	6,841,690	6,362,840	7.5	33,418	33,297	0.4
Cent. Ill. Light Co.	1,498,249	1,664,972	-10.0	12,785,592	13,368,105	-4.4	48,376	53,857	-10.2
Cent. Ill. Pub. Ser. Co.	969,026	932,776	3.9	5,630,804	5,336,032	5.5	27,855	27,847	1/
Illinois Power Co.	3,619,475	3,585,026	1.0	20,991,174	20,547,878	2.2	98,984	100,845	-1.9
Iowa-Illinois Gas & Elec. Co.	659,950	642,186	2.8	4,945,814	4,695,266	5.3	20,278	20,697	-2.0
North Shore Gas Co.	1,290,340	1,185,092	8.9	8,124,271	7,225,405	12.4	27,606	26,738	3.2
Pub. Ser. Co. of No. Ill. 2/	9,957,828	10,186,118	-2.2	69,712,306	66,439,234	4.9	299,204	289,589	3.3
The Peoples Gas Lt. & Coke Co.	23,702,781	23,608,884	0.4	198,286,893	193,223,662	2.6	818,871 3/	819,975	-0.1
Union Elec. Power Co.	157,318	161,279	-2.5	946,726	957,757	-1.2	4,794	5,068	-5.4
Union Gas & Elec. Co.	428,800	421,173	1.8	1,691,424	1,649,518	2.5	10,500	10,448	0.5

1/ Less than one tenth of one percent increase.
2/ Adopted bi-monthly billing in August 1951.
3/ Estimated number of customers, average number of bills rendered was 549,583 on a bi-monthly billing basis which went into effect May 1, 1951.

TABLE 2. (Concluded)
ILLINOIS GAS UTILITIES
RESIDENTIAL SALES, EXCLUSIVE OF SPACE-HEATING

	Revenue per Therm		Therms per Customer		Revenue per Customer	
	1951	1950	1951	1950	1951	1950
TOTAL 10 COMPANIES	13.18¢	13.61¢	237	230	$31.29	$31.36
TOTAL 10 COMPANIES ex. of The Peoples Gas Light & Coke Co.	15.02	15.74	231	223	34.65	35.06
Cent. Ill. Elec. & Gas Co.	17.57	18.03	205	191	35.98	34.46
Cent. Ill. Light Co.	11.72	12.45	264	248	30.97	30.91
Cent. Ill. Pub. Ser. Co.	17.21	17.48	202	192	34.79	33.50
Illinois Power Co.	17.24	17.45	212	204	36.57	35.55
Iowa-Illinois Gas & Elec. Co.	13.34	13.68	244	227	32.55	31.03
North Shore Gas Co.	15.83	16.40	294	270	46.74	44.32
Pub. Ser. Co. of No. Ill.	14.28	15.33	233	229	33.28	35.17
The Peoples Gas Lt. & Coke Co.	11.95	12.22	242	236	28.95	28.79
Union Elec. Power Co.	16.62	16.84	197	189	32.82	31.82
Union Gas & Elec. Co.	25.35	25.53	161	158	40.84	40.31

TABLE 3.
ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE-HEATING SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change
TOTAL 10 COMPANIES	$33,888,455	$28,318,515	19.7%	426,091,836	353,748,651	20.5%	216,528	178,968	21.0%
TOTAL 10 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	23,471,475	18,728,392	25.3	292,544,150	230,694,783	26.8	145,431	116,311	25.0
Cent. Ill. Elec. & Gas Co.	1,074,188	864,719	24.2	12,865,512	10,269,750	25.3	5,970	5,012	19.1
Cent. Ill. Light Co.	3,581,856	2,202,733	62.6	49,528,201	31,732,074	56.1	25,148	16,338	53.9
Cent. Ill. Pub. Ser. Co.	784,692	666,706	17.7	11,001,115	9,167,667	20.0	5,289	4,664	13.4
Illinois Power Co.	3,654,312	2,476,920	47.5	47,041,635	31,123,089	51.1	24,954	17,712	40.9
Iowa-Illinois Gas & Elec. Co.	907,441	673,696	34.7	12,495,678	9,069,649	37.8	6,253	5,003	25.0
North Shore Gas Co.	1,166,640	970,768	20.2	12,815,350	10,483,134	22.2	4,721	4,157	13.6
Pub. Ser. Co. of No. Ill. 1/	11,783,734	10,550,669	11.7	140,531,984	125,188,495	12.3	69,668	60,996	14.2
The Peoples Gas Lt. & Coke Co.	10,416,980	9,590,123	8.6	133,547,686	123,053,868	8.5	71,097 2/	62,657	13.5
Union Elec. Power Co.	426,591	254,621	67.5	5,694,552	3,245,908	75.4	3,078	2,167	42.0
Union Gas & Electric Co.	92,021	67,560	36.2	570,123	415,017	37.4	350	262	33.6

1/ Adopted bi-monthly billing in August 1951.

2/ Estimated number of customers, average number of bills rendered was 47,175 on a bi-monthly billing basis which went into effect May 1, 1951.

TABLE 3. (Concluded)
ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE-HEATING SALES

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER	
	1951	1950	1951	1950	1951	1950
TOTAL 10 COMPANIES	7.95¢	8.00¢	1,968	1,977	$156.51	$158.23
TOTAL 10 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	8.02	8.12	2,012	1,983	161.39	161.02
Cent. Ill. Elec. & Gas Co.	8.35	8.42	2,155	2,049	179.93	172.53
Cent. Ill. Light Co.	7.23	6.94	1,969	1,942	142.43	134.82
Cent. Ill. Pub. Ser. Co.	7.13	7.27	2,080	1,966	148.36	142.95
Illinois Power Co.	7.77	7.96	1,885	1,757	146.44	139.84
Iowa-Illinois Gas & Elec. Co.	7.26	7.43	1,998	1,813	145.12	134.66
North Shore Gas Co.	9.10	9.26	2,715	2,522	247.12	233.53
Pub. Ser. Co. of No. Ill.	8.39	8.43	2,017	2,052	169.14	172.97
The Peoples Gas Lt. & Coke Co.	7.80	7.79	1,878	1,964	146.52	153.06
Union Elec. Power Co.	7.49	7.84	1,850	1,498	138.59	117.50
Union Gas & Elec. Co.	16.14	16.28	1,629	1,584	262.92	257.86

TABLE 4.
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change
TOTAL 10 COMPANIES	$14,486,118	$13,720,009	5.6%	202,927,070	194,928,624	4.1%	89,091	88,157	1.1%
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	7,330,263	6,703,919	9.3	87,519,751	76,555,092	14.3	47,653	46,398	2.7
Cent. Ill. Elec. & Gas Co.	397,753	349,093	13.9	3,881,386	3,245,999	19.6	1,928	1,900	1.5
Cent. Ill. Light Co.	769,251	648,547	18.6	10,032,946	8,063,601	24.4	4,739	4,433	6.9
Cent. Ill. Pub. Ser. Co.	530,347	484,339	9.5	7,951,493	7,092,360	12.1	3,489	3,443	1.3
Illinois Power Co.	2,237,114	1,872,086	19.5	26,295,922	20,701,303	27.0	14,116	12,993	8.6
Iowa-Illinois Gas & Elec. Co.	396,037	343,818	15.2	5,280,856	4,430,289	19.2	2,518	2,439	3.2
North Shore Gas Co.	399,861	354,659	12.7	3,766,236	3,464,812	8.7	1,540	1,491	3.3
Pub. Ser. Co. of No. Ill. 1/	2,350,728	2,437,678	-3.6	27,942,495	27,752,125	0.7	18,163	18,570	-2.2
The Peoples Gas Lt. & Coke Co.	7,155,855	7,016,090	2.0	115,407,319	118,373,532	-2.5	41,438 2/	41,759	-0.8
Union Elec. Power Co.	135,322	102,634	31.8	1,828,194	1,288,354	41.9	584	551	6.0
Union Gas & Elec. Co.	113,850	111,065	2.5	540,223	516,249	4.6	576	578	0.4

1/ Adopted bi-monthly billing in August 1951.

2/ Estimated average number of customers, average number of bills rendered was 28,234 on a bi-monthly billing basis which went into effect May 1, 1951.

TABLE 4 (Concluded)
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER	
	1951	1950	1951	1950	1951	1950
TOTAL 10 COMPANIES	7.14¢	7.04¢	2,278	2,211	$162.60	$155.63
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	8.38	8.76	1,837	1,650	153.82	144.49
Cent. Ill. Elec. & Gas Co.	10.24	10.75	2,013	1,708	206.30	183.73
Cent. Ill. Light Co.	7.67	8.04	2,117	1,819	162.32	146.30
Cent. Ill. Pub. Ser. Co.	6.67	6.83	2,279	2,060	152.00	140.67
Illinois Power Co.	8.51	9.04	1,863	1,593	158.48	144.08
Iowa-Illinois Gas & Elec. Co.	7.50	7.76	2,097	1,816	157.28	140.97
North Shore Gas Co.	10.62	10.24	2,446	2,324	259.65	237.87
Pub. Ser. Co. of No. Ill.	8.41	8.78	1,538	1,494	129.42	131.27
The Peoples Gas Lt. & Coke Co.	6.20	5.93	2,785	2,835	172.69	168.01
Union Elec. Power Co.	7.40	7.97	3,130	2,338	231.72	186.27
Union Gas & Elec. Co.	21.07	21.51	938	893	197.66	192.15

TABLE 5.
ILLINOIS GAS UTILITIES
INDUSTRIAL NON-INTERRUPTIBLE

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change	1951	1950
TOTAL 10 COMPANIES	$16,572,388	$13,902,099	19.2%	359,401,037	305,698,944	17.6%	11,109	10,191	9.0%	4.61¢	4.55¢
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	6,472,489	5,075,214	27.5	135,479,749	104,126,983	30.1	2,901	1,876	54.6	4.78	4.87
Cent. Ill. Elec. & Gas Co.	751,904	681,004	10.4	12,016,666	10,862,006	10.6	197	191	3.1	6.26	6.27
Cent. Ill. Light Co.	421,052	346,999	21.3	11,217,533	9,177,729	22.2	86	81	6.2	3.75	3.78
Cent. Ill. Pub. Ser. Co.	206,161	176,501	16.8	5,012,596	4,200,468	19.3	18	16	12.5	4.11	4.20
Illinois Power Co.	260,819	187,477	39.1	4,605,543	3,204,424	43.7	86	79	8.9	5.66	5.85
Iowa-Illinois Gas & Elec. Co.	492,771	403,317	22.2	11,010,712	9,005,091	22.3	52	46	13.0	4.48	4.48
North Shore Gas Co.	130,908	118,668	10.3	1,875,187	1,645,994	13.9	85	82	3.7	6.98	7.21
Pub. Ser. Co. of No. Ill.	4,104,274	3,081,276	33.2	87,380,054	64,309,920	35.9	2,356	1,361	73.1	4.70	4.79
The Peoples Gas Lt. & Coke Co.	10,099,899	8,826,885	14.4	223,921,288	201,571,961	11.1	8,208 1/	8,315	-1.3	4.51	4.38
Union Electric Power Co.	76,274	52,838	44.4	2,168,131	1,533,326	41.4	6	3	100.0	3.52	3.45
Union Gas & Elec. Co.	28,326	27,134	4.4	193,327	188,025	2.8	15	17	-11.8	14.65	14.43

1/ Estimated average number of customers, average number of bills rendered was 5,676 on a bi-monthly billing basis which went into effect May 1, 1951.

TABLE 6.
ILLINOIS GAS UTILITIES
INDUSTRIAL INTERRUPTIBLE

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change	1951	1950
TOTAL 10 COMPANIES 1/	$10,897,068	$10,478,511	4.0%	481,270,989	520,477,039	-7.5%	140	128	9.4%	2.26¢	2.01¢
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co. 1/	6,943,638	6,468,416	7.3	306,081,575	310,140,644	-1.3	122	118	3.4	2.27	2.09
Cent. Ill. Elec. & Gas Co.	88,867	76,369	16.4	4,468,800	3,811,000	17.3	1	1	0.0	1.99	2.00
Cent. Ill. Light Co.	785,910	733,199	7.2	40,575,407	38,911,149	4.3	4	3	33.3	1.94	1.88
Cent. Ill. Pub. Ser. Co.	73,740	91,254	-19.2	3,489,646	4,322,725	-19.3	1	1	0.0	2.11	2.11
Illinois Power Co.	680,902	502,094	35.6	27,449,429	19,479,398	40.9	37	33	12.1	2.48	2.58
Iowa-Illinois Gas & Elec. Co.	360,815	302,284	19.4	13,985,675	11,627,481	20.3	11	11	0.0	2.58	2.60
North Shore Gas Co.	586,231	584,271	0.3	19,369,148	20,236,629	-4.3	8	7	14.3	3.03	2.89
Public Service Co. of Northern Ill.	4,367,173	4,178,945	4.5	196,743,470	211,752,262	-7.1	60	62	-3.2	2.22	1.97
The People Gas Light & Coke Co.	3,953,430	4,010,095	-1.4	175,189,414	210,336,395	-16.7	18	10	80.0	2.26	1.91

1/ Except that Union Electric Power Company and Union Gas and Electric Company, two of the ten companies report no Industrial Interruptible Sales in either year.

TABLE 7.
ILLINOIS GAS UTILITIES
ALL OTHER SALES 1/

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change	1951	1950
TOTAL COMPANIES	$151,219	$140,459	7.7%	1,870,189	1,754,898	6.6%	929	833	11.5%	8.09¢	8.00¢
TOTAL COMPANIES, ex. of The Peoples Gas Light & Coke Co.	150,199	138,779	8.2	1,856,407	1,731,763	7.2	928	832	11.5	8.09	8.01
North Shore Gas Co.	2,116	2,280	-7.2	15,683	16,709	-6.1	1	1	0.0	13.49	13.65
Pub. Ser. Co. of No. Ill.	143,665	132,433	8.5	1,822,767	1,698,650	7.3	901	807	11.6	7.88	7.80
Union Gas & Elec. Co.	4,418	4,066	8.7	17,957	16,404	9.5	26	24	8.3	24.60	24.79
The Peoples Gas Light & Coke Co.	1,020	1,680	-39.3	13,782	23,135	-40.4	1	1	0.0	7.40	7.26

1/ Consists of Public Street and Highway Lighting and Other Sales to Public Authorities.

TABLE 8.
ILLINOIS GAS UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change	1951	1950
TOTAL 10 COMPANIES	$119,481,283	$110,094,374	8.5%	1,801,517,815	1,696,413,853	6.2%	1,707,683	1,666,638	2.5%	6.63¢	6.49¢
TOTAL 10 COMPANIES ex. of The Peoples Gas Light & Coke Co.	64,151,318	57,040,617	12.5	955,151,433	849,831,300	12.4	768,050	733,921	4.7	6.72	6.71
Cent. Ill. Elec. & Gas Co.	3,514,980	3,118,460	12.7	40,074,054	34,551,595	16.0	41,514	40,401	2.8	8.77	9.02
Cent. Ill. Light Co.	7,056,318	5,596,450	26.1	124,139,679	101,252,658	22.6	78,353	74,712	4.9	5.68	5.53
Cent. Ill. Pub. Ser. Co.	2,563,966	2,351,576	9.0	33,085,654	30,119,252	9.8	36,652	35,971	1.9	7.75	7.80
Illinois Power Co.	10,452,622	8,623,603	21.2	126,383,703	95,056,092	32.9	138,177	131,662	4.9	8.27	9.07
Iowa-Illinois Gas & Elec. Co.	2,817,014	2,365,301	19.1	47,718,735	38,827,776	22.9	29,112	28,196	3.2	5.90	6.09
North Shore Gas Co.	3,576,096	3,215,738	11.2	45,965,875	43,072,683	6.7	33,961	32,476	4.6	7.78	7.46
Pub. Ser. Co. of No. Ill. 1/	32,707,402	30,567,119	7.0	524,133,076	497,140,686	5.4	390,352	371,385	5.1	6.24	6.15
The Peoples Gas Light & Coke Co.	55,329,965	53,053,757	4.3	846,366,382	846,582,553	2/	939,633 3/	932,717	0.7	6.54	6.27
Union Elec. Power Co.	795,505	571,372	39.2	10,637,603	7,025,345	51.4	8,462	7,789	8.6	7.48	8.13
Union Gas & Elec. Co.	667,415	630,998	5.8	3,013,054	2,785,213	8.2	11,467	11,329	1.2	22.15	22.65

1/ The adoption of bi-monthly billing in August 1951, for residential and commercial service resulted in delaying approximately $1,300,000 of gross revenue and 13,600,000 therms.

2/ Less than one tenth of one percent decrease.

3/ Estimated number of customers, average number of bills rendered was 630,687 on a bi-monthly billing basis which went into effect May 1, 1951.

TABLE 9.
ILLINOIS GAS UTILITIES
INTERDEPARTMENTAL SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change	1951	1950
TOTAL ALL COMPANIES	$210,058	$151,401	38.7%	10,769,409	11,987,205	-10.2%	1	1	0.0	1.95¢	1.26¢
Central Illinois Light Co.	2,612	2,147	21.7	37,379	33,291	12.3	-	-	-	6.99	6.45
Illinois Power Co.	1,083	1,004	7.9	54,161	50,288	7.7	-	-	-	2.00	2.00
Iowa-Illinois Gas & Elec. Co.	206,363	148,250	39.2	10,677,869	11,903,626	-10.3	1	1	0.0	1.93	1.25

TABLE 10.
ILLINOIS GAS UTILITIES
TOTAL GAS SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change	1951	1950
TOTAL 10 COMPANIES	$119,691,341	$110,245,775	8.6%	1,812,287,224	1,708,401,058	6.1%	1,707,684	1,666,639	2.5%	6.60¢	6.45¢
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	64,361,376	57,192,018	12.5	965,920,842	861,818,505	12.1	768,051	733,922	4.7	6.66	6.64
Cent. Ill. Elec. & Gas Co.	3,514,980	3,118,460	12.7	40,074,054	34,551,595	16.0	41,514	40,401	2.8	8.77	9.02
Cent. Ill. Light Co.	7,058,930	5,598,597	26.1	124,177,058	101,285,949	22.6	78,353	74,712	4.9	5.68	5.52
Cent. Ill. Pub. Ser. Co.	2,563,966	2,351,576	9.0	33,085,654	30,119,252	9.8	36,652	35,971	1.9	7.75	7.81
Illinois Power Co.	10,453,705	8,624,607	21.2	126,437,864	95,106,380	32.9	138,177	131,662	4.9	8.27	9.07
Iowa-Illinois Gas & Elec. Co.	3,023,377	2,513,551	20.3	58,396,604	50,731,402	15.1	29,113	28,197	3.2	5.18	4.95
North Shore Gas Co.	3,576,096	3,215,738	11.2	45,965,875	43,072,683	6.7	33,961	32,476	4.6	7.78	7.46
Pub. Ser. Co. of No. Ill. 1/	32,707,402	30,567,119	7.0	524,133,076	497,140,686	5.4	390,352	371,385	5.1	6.24	6.15
The Peoples Gas Lt. & Coke Co.	55,329,965	53,053,757	4.3	846,366,382	846,582,553	2/	939,633 3/	932,717	0.7	6.54	6.27
Union Elec. Power Co.	795,505	571,372	39.2	10,637,603	7,025,345	51.4	8,462	7,789	8.6	7.48	8.13
Union Gas & Elec. Co.	667,415	630,998	5.8	3,013,054	2,785,213	8.2	11,467	11,329	1.2	22.15	22.65

1/ Adopted bi-monthly billing in August 1951.
2/ Less Than one tenth of one percent decrease.
3/ Estimated average number of customers, average number of bills rendered was 630,687 on a bi-monthly billing basis which went into effect May 1, 1951.

TABLE 11.
ILLINOIS GAS UTILITIES
OTHER GAS REVENUES

	REVENUE		
	1951	1950	% Change
TOTAL 10 COMPANIES	$3,815,300 1/	$1,786,811	113.5%
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	1,276,244	1,081,148	18.0
Cent. Ill. Elec. & Gas Co.	20,299	17,700	14.7
Cent. Ill. Light Co.	104,120	101,914	2.2
Cent. Ill. Pub. Ser. Co.	9,906	9,845	0.6
Illinois Power Co.	643,906	496,577	29.7
Iowa-Illinois Gas & Elec. Co.	60,522	56,164	7.8
North Shore Gas Co.	62,875	64,376	-2.3
Pub. Ser. Co. of No. Ill.	355,638	319,478	11.3
The Peoples Gas Lt. & Coke Co.	2,539,056 1/	705,663	259.8
Union Elec. Power Co.	12,386	9,281	33.5
Union Gas & Elec. Co.	6,592	5,813	13.4

1/ Includes $1,845,708 in account 613, unbilled Gas Sales Revenue.

TABLE 12.
ILLINOIS GAS UTILITIES
TOTAL GAS OPERATING REVENUE

	REVENUE		
	1951	1950	% Change
TOTAL 10 COMPANIES	$123,506,641	$112,032,586	10.2%
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	65,637,620	58,273,166	12.6
Cent. Ill. Elec. & Gas Co.	3,535,279	3,136,160	12.7
Cent. Ill. Light Co.	7,163,050	5,700,511	25.7
Cent. Ill. Pub. Ser. Co.	2,573,872	2,361,421	9.0
Illinois Power Co.	11,097,611	9,121,184	21.7
Iowa-Illinois Gas & Elec. Co.	3,083,899	2,569,715	20.0
North Shore Gas Co.	3,638,971	3,280,114	10.9
Pub. Ser. Co. of No. Ill.	33,063,040	30,886,597	7.0
The Peoples Gas Lt. & Coke Co.	57,869,021	53,759,420	7.6
Union Elec. Power Co.	807,891	580,653	39.1
Union Gas & Elec. Co.	674,007	636,811	5.8

Adlai E. Stevenson, Governor

ILLINOIS ELECTRIC UTILITIES
A Comparative Study of 1951 Sales

Research Bulletin No. 48

Walter T. Fisher, Chairman
Cyrus J. Colter
James J. Danaher
Dale E. Sutton
June G. Van Keuren, Commissioners
Edward J. McAvoy, Secretary

ACCOUNTS AND FINANCE SECTION
Division of Reports

ILLINOIS COMMERCE COMMISSION

[redacted]

7 (A-18015)

Research Bulletin No. 48

ILLINOIS ELECTRIC UTILITIES

A Comparative Study of 1951 Sales

As Reported by the Nine Largest
Electric Utilities Whose Sales to Ultimate
Consumers Account for Approximately 99% of the
Total for the State

ILLINOIS COMMERCE COMMISSION
Division of Reports
Accounts and Finance Section

ILLINOIS COMMERCE COMMISSION
Accounts and Finance Section
Springfield, Illinois

May 7, 1952

Hon. Walter T. Fisher, Chairman
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

I am transmitting to you herewith Research Bulletin No. 48 entitled "Illinois Electric Utilities, A Comparative Study of 1951 Sales" prepared by the Accounts and Finance Section-Division of Reports under the supervision of Mr. E. L. Peck.

Yours very truly,

Fred Kleinman

Fred Kleinman, Chief
Accounts and Finance

ILLINOIS COMMERCE COMMISSION
Division of Reports
Accounts and Finance Section
Springfield, Illinois

May 7, 1952

Mr. Fred Kleinman, Chief
Accounts and Finance Section
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

This study, Research Bulletin No. 48 entitled "Illinois Electric Utilities, A Comparative Study of 1951 Sales" is herewith transmitted by the Division of Reports, Accounts and Finance Section. This Bulletin is a continuation of a permanent and historical record began a number of years ago. It provides an analysis of electric sales reported by the nine largest electric utilities subject to the jurisdiction of the Illinois Commerce Commission.

The textual portion of the study reviews briefly the principal facts derived from the tabulations of the 1951 sales compared with the results for 1950. Also included, is a brief discussion of the important trends in electric sales during the twenty years from 1932 to 1951 inclusive.

The statistical tables form the basic part of this study and constitute a permanent reference in regard to comparative sales by the companies during the past two years.

Yours very truly,

E. L. Peck

E. L. PECK, Chief
Division of Reports

TABLE OF CONTENTS

LIST OF TABLES

INTRODUCTORY CONSIDERATIONS

1. Scope of Study

This study presents a comparison of 1951 electric sales with those for the year 1950. The State's total electric business is based upon nine of the privately owned electric utilities operating in the State (under the jurisdiction of the Illinois Commerce Commission) which account for approximately 99% of the total. This study, beginning as in Bulletin No. 24, confines itself solely to the sales of those nine companies, viz.:

Central Illinois Electric & Gas Company
Central Illinois Light Company
Central Illinois Public Service Company
Commonwealth Edison Company
Illinois Power Company
Iowa-Illinois Gas & Electric Company
Produce Terminal Corporation
Public Service Company of Northern Illinois
Union Electric Power Company

As in all previous similar studies, this continues the policy that no attempt has been made to determine the reasonableness or unreasonableness of the data, but rather to discuss the relationship of such results to the economic factors apparently responsible for their behavior during the period under review.

Data for both 1951 and 1950 are shown throughout these tables together with computations showing percentage changes of 1951 over 1950, average revenue per kilowatt-hour, kilowatt-hours per customer and average revenue per customer. The use of ultimate consumer sales as a common denominator for the measurement of electric sales is still used as an indicator for the relative importance of each class of business.

2. Sources of Information

The data shown on the various tables is supplied by each of the nine companies heretofore mentioned and is taken from their December, 1951 monthly reports filed with the Illinois Commerce Commission. These reports are preliminary and are filed subject to audit before the final annual reports are received. Most, if any, adjustments are made, are due to a reclassification of sales.

3. Accounting Considerations

For the purpose of this study, Interdepartmental Sales (Account 607) have not been considered as Sales to Ultimate Con-

sumers. Iowa-Illinois Gas and Electric Company and Produce Terminal Corporation are the only two companies reporting Other Sales (Account 608), i.e. In view of the fact that such sales were exceedingly small in their relationship to Total Sales to Ultimate Consumers, they have, in the case of each of the two companies previously mentioned, been included with those companies' Small Power and Light Sales (see Table 5, Page 20, footnotes 2/ and 3/.

4. Other Considerations

A few interpretive comments in the text are made to explain the behavior of the sales and trends of the figures shown; other than this, no comment is made as to the relations shown for each company or the many factors influencing each.

ELECTRIC SALES BY CLASSES OF SERVICE

1. COMPARATIVE CONSOLIDATED SUMMARY, Table 1, Pages 13 and 14.

The data shown by this table summarizes the integrate sales of the nine companies considered by this study according to the classifications of energy sold and other electrical and miscellaneous revenue. Included in this summarization, the percentage change is shown comparatively for each particular class, as to comparison, for the years 1951 and 1950. In addition, the average revenue per kilowatt-hour is shown together with the percentage relationship each classification of revenue to the total sales to ultimate consumers and to total operating revenue.

The outstanding facts revealed by this table are discussed in detail for the more important revenue accounts that follow, including a discussion of total sales to ultimate consumers and total electric operating revenue.

2. TOTAL ELECTRIC OPERATING REVENUE, Table 14, Page 29.

In 1951 the aggregate revenue of the nine companies from electric operations in Illinois amounted to $388,309,477 as compared to $369,024,633 in 1950, showing an increase of 5.2%. The total revenue for the nine companies exclusive of Commonwealth Edison Company recorded a gain of 6.9%. During this same period of comparison eight of the companies showed increases ranging from a low of 3.1% to a high of 11.3%.

3. TOTAL SALES TO ULTIMATE CONSUMERS.

(a) Comparative Sales, 1951-1950, Table 9, Page 24.

The adoption of bi-monthly billing by two companies during the year 1951, resulted in delaying approximately $4,500,000 in gross revenue and 150,744,000 kilowatt-hours, therefore the revenue and kilowatt-hour sales for 1951 are not strictly comparable to the 1950 sales. (See footnotes 1/ and 2/, Page 24.

In 1951, the total number of ultimate consumers of electricity in Illinois amounted to 2,412,024, a gain of 2.3% over the 1950 total of 2,358,338. Revenue from sales to ultimate consumers advanced 5.9%, or from $320,058,635 in 1950 to $338,968,841 in 1951, while kilowatt-hour sales, increased from 16,609,545,091 in 1950 to 18,079,727,306 in 1951 a gain of 8.9%.

In 1951, Commonwealth Edison Company's average number of customers totalled 1,031,339 and in 1950, 1,023,401 an increase of 0.8%. Ultimate consumer sales revenue for Commonwealth Edison Company in 1951 was in excess of $149 million which is an increase of 2.4% over the $145 million reported in 1950.

Extended analysis of total sales to ultimate consumers indicates that all of the nine companies reported increases percentagewise in revenue and kilowatt-hour sales in 1951 over 1950. Union Electric Power Company being the largest with an increase of 12.6% in revenue and 14.8% in kilowatt-hour sales.

This study indicates that kilowatt-hour sales increased at a more rapid pace than revenue, with but one exception in all nine companies. Produce Terminal Corporation reported a reverse of this with a 7.6% gain in revenue and an increase of 5.4% in kilowatt-hour sales. Three of the nine companies reported average revenue per kilowatt-hour in 1951 in excess of 2.0¢, Central Illinois Public Service Company's average of 2.37¢ being the highest while Union Electric Power Company's average was 1.14¢.

The following table indicates some variation in the rate of decline for individual companies in average revenue per kilowatt-hour:

Average Revenue Per Kilowatt-Hour
from
Total Sales to Ultimate Consumers

	1951	1946	1929	% Change 1951 over 1929
Total 9 Companies	1.87¢	1.93¢	2.49¢	-24.9%
Total 9 Companies, ex. of Commonwealth Edison Co.	1.88	1.99	3.21	-41.4
Central Ill. Elec. & Gas Co.	2.23	2.31	3.46	-35.6
Central Illinois Light Co.	1.63	1.67	2.41	-32.4
Central Illinois Pub. Ser. Co.	2.37	2.65	3.96	-40.2
Commonwealth Edison Co.	1.87	1.87	2.12	-11.8
Illinois Power Co.	2.10	2.20	3.51	-40.2
Iowa-Illinois Gas & Elec. Co.	1.95	2.02	2.89	-32.5
Produce Terminal Corp.	1.49	1.45	1.60	-6.7
Pub. Ser. Co. of No. Ill.	1.85	1.93	3.28	-43.6
Union Elec. Power Co.	1.14	1.16	1.62	-29.6

(b) Long Term Trends, 1932-1951. Table 15, Page 30.

Kilowatt-hour sales to ultimate consumers has more than tripled during the past twenty years, rising from 5,112 million kilowatt-hours in 1932 to a new high of 18,080 million in 1951, an increase of 253.7%. Revenue for Total Sales to Ultimate Consumers reached a new high of 339,000,000 dollars, during this twenty year period of comparison revenue has increased 154.9%.

The average revenue per kilowatt-hour decreased from 2.61¢ in in 1932 to 1.87¢ in 1951, this is a 28 percent decrease percentagewise.

In 1932 there were approximately 1,743,000 customers which have increased in 1951 to 2,412,000 customers, a gain of 38.4%. Since 1933 there has been a gradual increase in customer count with each succeeding year adding an average of 33,000 customers for the twenty years.

As stated heretofore in the introductory portion of this study, Total Sales to Ultimate Consumers, Table 9, Page 24, provides the basic data for showing computations of the percentage of relationship of each class of consumer sales to total sales to ultimate consumers. This practice has been continued for the purpose of this study and was done to overcome deficiencies of total electric operating revenue as a common denominator for measuring the relative importance of consumer sales, which is heavily weighted by sales to other electric utilities for resale. Total Sales to Ultimate Consumers does not include sales to other electric utilities for resale, nor Interdepartmental Sales, consequently a comparison of any class

of consumer sales to total sales to ultimate consumers must result in a more accurate ratio of the relative importance of each class of business.

4. RESIDENTIAL SALES

(a) Comparative Sales, 1951-1950, Table 2, Pages 15 and 16.

It must be noted that the adoption of bi-monthly billing in August, 1951 by Commonwealth Edison Company and Public Service Company of Northern Illinois, resulted in delaying $3,550,000 in revenue and 125,000,000 kilowatt-hours for residential service.

Residential Sales in 1951 continued to rise in practically the same ratio as in 1950. Revenue from the combined residential sales of these companies totalled $100,988,458 in 1951 or 5.5% more than the total of $95,737,178 for 1950. Kilowatt-hour sales showed an increase of 8.0% recording a total of 3,398,996,569 in 1951 and 3,148,303,786 in 1950.

During this same period, all companies reported increases individually for revenue and kilowatt-hour sales. In addition, all companies showed increases in the number of customers served, the totals of which rose from 1,924,762 in 1950 to 1,972,487 in 1951, a gain of 2.5%. Union Electric Power Company reported the largest gain in revenue and Iowa-Illinois Gas & Electric Company the largest in kilowatt-hour sales.

Also noted in this comparison is the continued decrease in revenue per kilowatt-hour. In 1950, the average revenue per kilowatt-hour amounted to 3.04¢ and then dropped to 2.97¢ in 1951 for the total of all companies. Excluding Commonwealth Edison Company from the totals the average for 1950 was 3.03¢ and 2.95¢ in 1951, which reveals that Commonwealth Edison Company's average is a fraction greater than the State average. All companies reported decreases in average revenue per kilowatt-hour. Union Electric Power Company recorded the lowest average revenue per kilowatt-hour of 2.39¢ and Central Illinois Public Service Company reporting a high of 3.54¢ which represents a difference of 1.15¢ per kilowatt-hour. The Union Electric Power Company's average of 2.39¢ per kilowatt-hour is 19.5% below the average of the total nine companies.

Kilowatt-hour use per customer has again shown an increase. In 1950, the average use was 1,636 kilowatt-hours per customer and in

1951 the usage rose to 1,723. All companies reported increases in usage per customer over the previous year. The individual companies show considerable variation as regards the average usage by residential customers with Commonwealth Edison Company reporting 1,483 kilowatt-hours per customer and Central Illinois Light Company reporting 2,079 kilowatt-hours per customer, low and high, respectively.

(b) Long Term Trends, 1932-1951, Table 15, Page 30.

The trend in the sales of electrical energy during the past twenty years has been steadily upward, with the exception of the year 1933.

Since 1932 revenue from residential sales grew from $48 million to $101 million in 1951, an increase of 110.4%. The number of kilowatt-hours during the same period rose from 901 million to 3,399 million, a gain of 277.2%. The expansion in both the physical volume of sales and revenue from 1932 through the year 1951 has more than doubled. For the same period of comparison customers have increased from 1,435 thousand to 1,972 thousand, an increase of 37.4%.

A comparison of the average revenue per kilowatt-hour by individual companies for the years 1929 and 1951 is presented in the following summary:

Average Revenue Per Kilowatt-Hour
from
Residential Sales

	1951	1929	% Change from 1929
Total 9 Companies	2.97¢	5.83¢	-49.1%
Total 9 Companies, ex. of Commonwealth Edison Co.	2.95	7.63	-61.3
Cent. Ill. Elec. & Gas Co.	2.85	6.25	-54.4
Central Illinois Light Co.	2.41	5.92	-59.3
Central Ill. Pub. Ser. Co.	3.54	7.86	-55.0
Commonwealth Edison Co.	3.01	4.73	-36.4
Illinois Power Company	2.97	8.60	-65.5
Iowa-Illinois Gas & Electric Co.	2.82	7.90	-64.3
Produce Terminal Corporation *	-	-	-
Pub. Ser. Co. of No. Illinois	2.94	7.73	-62.0
Union Electric Power Company	2.39	5.32	-55.1

* This company reports no residential sales.

Although the preceding table reveals a marked decline in average revenue per kilowatt-hour for each individual company, it must not be assumed the companies received less revenue from this class of business, as the increased use per customer more than offset the decline in average unit revenue. All but one of the companies recorded decreases in revenue per kilowatt-hour of more than 50.0%

in 1951 over 1929. With the exception of Commonwealth Edison Company, which recorded a decrease of 36.4%, the decreases of the other eight companies ranged from 54.4% to 65.5%. However, it should be reminded that Commonwealth Edison Company was considerably below the average of the other companies for the year 1929.

The average revenue per kilowatt-hour for all nine companies decreased from 5.83¢ in 1929 to 2.97¢ in 1951 and when Commonwealth Edison Company's residential sales are excluded from the totals for all companies, the average revenue per kilowatt-hour during the same period of comparison decreased from 7.63¢ to 2.95¢.

The following table presents 1929 and 1951 data relating to average annual revenue per customer for each of the eight companies reporting residential service. For all companies the average revenue per customer increased from $30.85 in 1929 to $51.20 in 1951, an increase of 66.0%. Union Electric Power Company's average annual revenue per customer rose from $22.82 in 1929 to $47.20 in 1951, a gain of 106.8%, which represents the largest increase recorded by all companies, whereas Iowa-Illinois Gas and Electric Company's gain of only 39.6% during the same period was the lowest. All of the remaining companies reported increases of over 50.0% in their average annual revenue per customer. The Public Service Company of Northern Illinois' average revenue per customer of $38.17 was the highest for all companies in 1929, and the same retained this position with a high of $59.32 in 1951.

Average Annual Revenue Per Customer
from
Residential Sales

	1951	1929	% Change from 1929
Total 9 Companies	$51.20	$30.85	66.0%
Total 9 Companies, ex. of Commonwealth Edison Co.	65.49	33.15	97.5
Cent. Ill. Elec. & Gas Co.	54.42	31.63	72.1
Central Illinois Light Co.	50.09	30.30	65.3
Cent. Ill. Pub. Ser. Co.	55.51	30.22	83.7
Commonwealth Edison Co.	44.63	28.87	54.6
Illinois Power Co.	56.65	29.52	91.9
Iowa-Illinois Gas & Elec. Co.	46.43	33.26	39.6
Produce Terminal Corp. *	-	-	-
Pub. Ser. Co. of No. Illinois	59.32	38.17	55.4
Union Electric Power Co.	47.20	22.82	106.8

* This company reports no residential sales.

Residential usage per customer in Illinois increased from 529 kilowatt-hours in 1929 to the all time high of 1,723 kilowatt-hours in 1951, or 225.7%. Individual company results of the changes in residential usages since 1929 are summarized as follows:

Average Annual Consumption Per Customer
from
Residential Sales

	1951	1929	% Change from 1929
Total 9 Companies	1,723	529	225.7%
Total 9 Companies, ex. of Commonwealth Edison Co.	1,917	435	340.6
Cent. Ill. Elec. & Gas Co.	1,913	506	278.1
Central Illinois Light Co.	2,079	512	306.1
Cent. Ill. Pub. Ser. Co.	1,568	384	308.3
Commonwealth Edison Co.	1,483	611	142.7
Illinois Power Co.	1,907	343	455.9
Iowa-Illinois Gas & Elec. Co.	1,644	421	290.5
Produce Terminal Corp *	-	-	-
Pub. Ser. Co. of No. Ill.	2,019	494	308.7
Union Electric Power Co.	1,978	429	361.1

* This company reports no residential sales.

The highest average annual consumption per residential customer in 1951 was reported by the Central Illinois Light Company, which reported 2,079 kilowatt-hours per customer, a gain of 306.1% over the 512 kilowatt-hours per customer during 1929. However, Illinois Power Company's increase of 455.9% in average annual usage, or from 343 to 1,907 kilowatt-hours, was the largest gain percentagewise recorded by any company during the same period of comparison. Commonwealth Edison Company's gain of 142.7% was the lowest and when this company is excluded the results indicate an increase of 340.6% in the average for all remaining companies.

(c) Percentage Relationship to Total Sales to Ultimate Consumers

The significance of total sales to ultimate consumers as a more logical and informative common denominator for measuring the importance of different classes of electric sales is again illustrated by the fact that in 1951 residential revenue accounted for 29.8% of total revenue received from sales to ultimate consumers, whereas in relationship to total operating revenue it was 26.01%, the latter percentage reflecting the weight of revenue received from sales to other electric corporations for resale. The total residential kilowatt-hour sales in 1951 for all companies accounted for 18.8%

of the total kilowatt-hours sold to ultimate consumers. Elimination of Commonwealth Edison Company's sales from the totals, the percentage relationship for revenue and kilowatt-hours to total sales to ultimate consumers was 32.5% and 20.7%, respectively. Public Service Company of Northern Illinois reported a high of 35.4% for revenue and Central Illinois Electric and Gas Company reported a high of 25.5% for kilowatt-hours. The lowest ratios, reported by Union Electric Power Company, were 18.3% and 8.8% for revenue and kilowatt-hours, respectively.

The following table shows the ratio of each individual company's residential sales to ultimate consumer sales for the years 1951 and 1943:

Percentage Relationship Residential
Revenue and Kilowatt-Hour Sales
to
Total Sales to Ultimate Consumers

	REVENUE		KILOWATT-HOURS	
	1951	1943	1951	1943
Total 9 Companies	29.8%	31.7%	18.8%	15.1%
Total 9 Companies, ex. of Commonwealth Edison Co.	32.5	33.4	20.7	15.9
Cent. Ill. Elec. & Gas Co.	32.4	33.6	25.5	19.5
Central Illinois Light Co.	29.2	29.8	19.8	15.3
Cent. Ill. Pub. Ser. Co.	32.9	34.0	22.0	17.4
Commonwealth Edison Co.	26.3	29.8	16.4	14.3
Illinois Power Co.	33.5	35.4	23.7	18.9
Iowa-Illinois Gas & Elec. Co.	26.6	26.4	18.3	14.6
Produce Terminal Corporation*	-	-	-	-
Pub. Ser. Co. of No. Illinois	35.4	37.0	22.3	16.9
Union Electric Power Co.	18.3	19.1	8.8	6.6

* This company reports no residential sales.

5. LARGE POWER AND LIGHT SALES

(a) Comparative Sales, 1951-1950, Table 4, Page 19.

Although large power and light sales accounted for over 50% of the total physical volume of sales to ultimate consumers, the revenue from this source accounted for less than one third of ultimate consumer revenue for the first time in ten years. This was due to the fact that Commonwealth Edison Company and Public Service Company of Northern Illinois reclassified a number of customers from Large Power and Light Sales to Small Power and Light Sales.

Large power and light revenue increased from $94,968,101 in 1950 to $103,759,773 in 1951, a gain of 9.3%. Kilowatt-hour sales rose from 8,177,425,535 in 1950 to 9,190,012,938 in 1951, an increase of 12.4%, while the average number of customers increased 4.0%.

For the eight companies excluding Commonwealth Edison Company, larger gains were reflected in industrial sales, namely; 14.3% in revenue and 16.7% in kilowatt-hours. All companies made substantial gains in revenue, ranging from a high of 21.7% to a low of 1.0% all nine companies registered increases in kilowatt-hour sales, while only seven recorded gains in average number of customers.

The differential in the relative importance of ratios between revenue and kilowatt-hours is accounted for by the fact that this class of business returns a comparatively low amount of revenue per kilowatt-hour. In 1951 the average revenue per kilowatt-hour was 1.13¢ a slight decrease over the 1950 average of 1.16¢. In 1951 the average revenue per kilowatt-hour ranged from 1.52¢ to 0.85¢, all companies falling within these limits. Six of the nine companies showed a decrease in revenue per kilowatt-hour over those recorded in 1950.

(b) Percentage Relationship to Total Sales to Ultimate Consumers

In 1951 Large Power and Light revenue accounted for 30.6% of the total sales to ultimate consumers, while the kilowatt-hour ratio of this class of service was 50.8%. The highest percentage of sales to ultimate consumers for this class of service were those of Produce Terminal Corporation, which showed 84.9% and 90.4% for revenue and kilowatt-hours, respectively. The lowest revenue percentage was 23.3% of ultimate consumer sales recorded by Public Service Company of Northern Illinois, while the lowest kilowatt-hour percentage of 45.1% was reported by Iowa-Illinois Gas & Electric Company. It should be borne in mind that Produce Terminal Corporation at no time has ever reported any residential service.

The following table presents a summary showing a comparison of the percentages of relationship of revenue and kilowatt-hours to total sales to ultimate consumers for the years 1951 and 1943.

Percentage Relationship Large Power & Light Sales
to
Total Sales to Ultimate Consumers

	REVENUE		KILOWATT-HOURS	
	1951	1943	1951	1943
Total 9 Companies	30.6%	36.7%	50.8%	59.4%
Total 9 Companies, ex. of Commonwealth Edison Co.	30.0	34.7	51.5	62.9
Central Ill. Elec. & Gas Co.	31.1	27.7	45.8	50.7
Central Illinois Light Co.	41.9	42.6	58.7	68.2
Central Illinois Pub. Ser. Co.	30.2	29.5	50.4	55.9
Commonwealth Edison Co.	31.4	38.7	50.0	56.0
Illinois Power Co.	28.7	29.1	46.6	54.3
Iowa-Ill. Gas & Elec. Co.	26.6	30.9	45.1	46.9
Produce Terminal Corp.	84.9	87.6	90.4	91.4
Pub. Ser. Co. of No. Ill.	23.3	33.9	45.5	62.1
Union Elec. Power Co.	61.2	62.3	82.6	86.7

(c) Long Term Trends, 1937-1951.

The following summary pertains to the nine companies' total aggregate sales to large power and light customers from 1937 to 1951, both inclusive.

Large Power and Light Sales

	Revenue (Millions)	Kilowatt-hours (Billions)	Customers	Revenue Per Kilowatt-Hour
1937	$ 47	3,580	6,571	1.31¢
1938	46	3,139	5,820	1.47
1939	49	3,609	5,912	1.36
1940	53	4,057	5,928	1.31
1941	59	4,853	6,092	1.33
1942	67	5,610	6,377	1.24
1943	76	6,840	6,532	1.19
1944	84	7,644	6,869	1.23
1945	83	7,270	7,396	1.14
1946	77	6,278	7,349	1.23
1947	89	7,250	7,598	1.22
1948	100	7,998	7,977	1.25
1949	102	7,894	8,362	1.29
1950	95 1/	8,177 1/	4,481 1/	1.16
1951	104	9,190	4,661	1.13

The foregoing summary reveals the fact that both revenue and kilowatt-hour sales have more than doubled since 1937, with customers showing an increase of about one third.

6. Small Power and Light Sales, 1951-1950, Table 5, Page 20.

This class includes service rendered to commercial establishments, such as stores, shops, office buildings, restaurants, hotels, clubs, theaters, hospitals, garages, warehouses, etc.

Small power and light sales has continued a steady increase for the past eighteen years. Revenue has increased from 33 million dollars in 1934 to over 100 million dollars in 1951, while kilowatt-

---

1/ Figures revised in 1951 due to a reclassification of customers by Commonwealth Edison Company and Public Service Company of Northern Illinois.

hour sales has more than quadrupled during the same period. For the year 1951 revenue in this class of service accounted for 29.8% of total sales to ultimate consumers and the physical volume of sales accounted for 18.9% of the ultimate consumer kilowatt-hour sales.

For the year 1951 small power and light sales revenue amounted to $100,945,215, a 4.6% gain over the $96,508,017 reported for 1950. for the same period of comparison kilowatt-hour sales showed a gain of 5.5%, while the average number of customers registered an increase of 1.4%.

The average revenue per kilowatt-hour for the nine companies declined from 2.98¢ in 1950 to 2.95¢ in 1951. The highest average revenue per kilowatt-hour of 3.41¢ for 1951 was recorded by Central Illinois Public Service Company and the lowest, 2.24¢ was reported by Central Illinois Light Company.

7. OTHER CLASSES OF SALES

(a) Comparative Sales, 1951-1950, Tables 3, 6, 7 and 8.

The textual portion of this study has thus far considered only Residential or Domestic Sales, Large Power and Light Sales, Small Power and Light Sales and Total Sales to Ultimate Consumers. However, detailed statistical tabulations are included herein for all other classes of sales, showing in detail all pertinent data, which, in the aggregate, contribute a substantial share of the total sales to ultimate consumers as well as the total aggregate operating revenue of the companies under consideration.

It might be added, however, that all these classes of service registered decreases in revenue and kilowatt-hour sales, except that Interdepartmental Sales showed a slight increase in revenue and Public Street and Highway Lighting Sales recorded large increases in both revenue and kilowatt-hour sales.

TABLE 1.*
ILLINOIS ELECTRIC UTILITIES**
SUMMARY OF ELECTRIC SALES BY CLASS OF SERVICE***

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change
Total Electric Operating Revenue	$388,309,477	$369,024,633	5.2%						
Other Electric Revenues	6,186,347	4,346,188	42.3						
Total Sales of Electric Energy	382,123,130	364,678,445	4.8	24,237,932,199	23,004,563,985	5.4%	2,412,146	2,358,448	2.3%
Interdepartmental Sales	30,953	30,845	0.4	3,574,968	3,604,487	-0.8	-	-	-
Sales to Other Electric Utilities	43,123,336	44,588,965	-3.3	6,154,629,925	6,391,414,407	-3.7	122	110	10.9
Total Sales to Ultimate Consumers	338,968,841	320,058,635	5.9	18,079,727,306	16,609,545,091	8.9	2,412,024	2,358,338	2.3
Residential or Domestic Sales	100,988,458	95,737,178	5.5	3,398,996,569	3,148,303,786	8.0	1,972,487	1,924,762	2.5
Rural Sales	12,821,654	11,976,164	7.1	475,852,464	432,989,362	9.9	119,532	117,937	1.4
Large Power & Light Sales	103,759,773	94,968,101	9.3	9,190,012,938	8,177,425,535	12.4	4,661	4,481	4.0
Small Power & Light Sales	100,945,215	96,508,017	4.6	3,416,769,900	3,240,135,408	5.5	308,073	303,873	1.4
Pub. St. & Highway Lighting Sales	3,171,361	2,251,948	40.8	220,994,994	129,707,613	70.4	1,314	1,302	0.9
Other Sales to Public Authorities	7,504,064	7,850,938	-4.4	586,552,213	600,715,895	-2.4	5,948	5,973	-0.4
Sales to Railroads and Railways	9,778,316	10,766,289	-9.2	790,548,228	880,267,492	-10.2	9	10	-10.0

* See footnotes on supporting tables.
** Nine large utilities. See page 2 for list.
*** Inter-company transactions have not been eliminated.

TABLE 1.*(Concluded)
ILLINOIS ELECTRIC UTILITIES**
SUMMARY OF ELECTRIC SALES BY CLASS OF SERVICE***

	REVENUE PER KWH 1951	% TOTAL OPERATING REVENUE 1951	% OF TOTAL SALES TO ULT. CONS. 1951 REV.	% OF TOTAL SALES TO ULT. CONS. 1951 KWH
Total Electric Operating Revenue		100.00%		
Other Electric Revenues		1.59		
Total Sales of Electric Energy	1.58¢	98.41		
Interdepartmental Sales	0.87	0.01		
Sales to Other Electric Utilities	0.70	11.11		
Total Sales to Ultimate Consumers	1.87	87.29	100.00%	100.00%
Residential or Domestic Sales	2.97	26.01	29.79	18.80
Rural Sales	2.69	3.30	3.78	2.63
Large Power & Light Sales	1.13	26.72	30.61	50.83
Small Power & Light Sales	2.95	25.99	29.78	18.90
Pub. St. & Highway Lighting Sales	1.44	0.82	0.94	1.23
Other Sales to Public Authorities	1.28	1.93	2.21	3.24
Sales to Railroads and Railways	1.24	2.52	2.89	4.37

* See footnotes on supporting tables.
** Nine large utilities. See page 2 for list.
*** Inter-company transactions have not been eliminated.

TABLE 2.
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change
TOTAL 9 COMPANIES 1/	$100,988,458	$95,737,178	5.5%	3,398,996,569	3,148,303,786	8.0%	1,972,487	1,924,762	2.5%
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	61,716,352	56,815,823	8.6	2,094,116,279	1,874,493,893	11.7	1,092,521	1,051,095	3.9
Cent. Ill. Elec. & Gas Co.	2,805,789	2,539,416	10.5	98,610,152	86,655,054	13.8	51,556	49,589	4.0
Cent. Ill. Light Co.	4,027,287	3,701,387	8.8	167,139,167	151,425,312	10.4	80,408	77,402	4.0
Cent. Ill. Pub. Ser. Co.	9,137,650	8,440,337	8.3	258,052,500	230,420,204	12.0	164,618	162,642	1.2
Commonwealth Edison Co. 2/	39,272,106	38,921,355	0.9	1,304,880,290	1,273,809,893	2.4	879,966	873,667	0.7
Illinois Power Co.	12,192,471	11,278,232	8.1	410,456,077	370,675,922	10.7	215,208	209,677	2.6
Iowa-Illinois Gas & Elec. Co.	1,352,797	1,227,859	10.2	47,900,141	41,902,541	14.3	29,139	28,437	2.5
Pub. Ser. Co. of No. Ill. 3/	30,168,779	27,795,576	8.5	1,026,816,117	918,630,931	11.8	508,552	481,351	5.7
Union Elec. Power Co.	2,031,579	1,833,016	10.8	85,142,125	74,783,929	13.9	43,040	41,997	2.5

1/ Except that Produce Terminal Corporation, one of the nine companies included in this study, reported no residential sales in either year.
2/ The adoption of bi-monthly billing in August 1951 resulted in delaying approximately $1,980,000 in revenue and 68,041,000 kilowatt-hours.
3/ The adoption of bi-monthly billing in August 1951 resulted in delaying approximately $1,570,000 in revenue and 56,679,000 kilowatt-hours.

TABLE 2. (Concluded)
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE PER KWH		KWH PER CUSTOMER		REVENUE PER CUSTOMER		% OF TOTAL SALES TO ULT. CONS. 1951	
	1951	1950	1951	1950	1951	1950	REV.	KWH
TOTAL 9 COMPANIES	2.97¢	3.04¢	1,723	1,636	$51.20	$49.74	29.79%	18.80%
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	2.95	3.03	1,917	1,783	56.49	54.05	32.51	20.73
Cent. Ill. Elec. & Gas Co.	2.85	2.93	1,913	1,747	54.42	51.21	32.42	25.45
Cent. Ill. Light Co.	2.41	2.44	2,079	1,956	50.09	47.82	29.22	19.81
Cent. Ill. Pub. Ser. Co.	3.54	3.66	1,568	1,417	55.51	51.90	32.87	22.03
Commonwealth Edison Co.	3.01	3.06	1,483	1,458	44.63	44.55	26.33	16.35
Illinois Power Co.	2.97	3.04	1,907	1,768	56.65	53.79	33.52	23.65
Iowa-Illinois Gas & Elec. Co.	2.82	2.93	1,644	1,474	46.43	43.18	26.56	18.34
Pub. Ser. Co. of No. Ill.	2.94	3.03	2,019	1,908	59.32	57.74	35.44	22.30
Union Elec. Power Co.	2.39	2.45	1,978	1,781	47.20	43.65	18.32	8.79

TABLE 3.
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change
TOTAL 9 COMPANIES 1/	$12,821,654	$11,976,164	7.1%	475,852,464	432,989,362	9.9%	119,532	117,937	1.4%
Cent. Ill. Elec. & Gas Co.	685,831	627,775	9.2	22,442,075	19,924,579	12.6	5,613	5,459	2.8
Cent. Ill. Light Co.	729,183	646,442	12.8	36,842,896	32,981,063	11.7	7,341	7,197	2.0
Cent. Ill. Pub. Ser. Co.	1,569,092	1,433,005	9.5	47,714,171	42,025,846	13.5	16,284	15,825	2.9
Illinois Power Co.	3,294,308	3,025,645	8.9	102,598,638	91,223,035	12.5	31,560	30,597	3.1
Iowa-Illinois Gas & Elec. Co.	406,952	342,488	18.8	14,576,849	11,885,456	22.6	6,078	5,514	10.2
Pub. Ser. Co. of No. Ill.	5,633,747	5,464,630	3.1	232,775,115	219,440,666	6.1	46,365	47,476	-2.3
Union Elec. Power Co.	502,541	436,179	15.2	18,902,720	15,508,717	21.9	6,291	5,869	7.2

1/ Except that Commonwealth Edison Company and Produce Terminal Corporation, two of the nine companies included in this study, reported no Rural Sales in either year.

TABLE 3. (Concluded)
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE PER KWH		KWH PER CUSTOMER		REVENUE PER CUSTOMER	
	1951	1950	1951	1950	1951	1950
TOTAL 9 COMPANIES	2.69¢	2.77¢	3,981	3,671	$107.27	$101.55
Cent. Ill. Elec. & Gas Co.	3.06	3.15	3,998	3.650	122.19	115.00
Cent. Ill. Light Co.	1.98	1.96	5,019	4,583	99.33	89.82
Cent. Ill. Pub. Ser. Co.	3.29	3.41	2,930	2,656	96.36	90.55
Illinois Power Co.	3.21	3.32	3,251	2,981	104.38	98.89
Iowa-Illinois Gas & Elec. Co.	2.79	2.88	2,398	2,156	66.95	62.11
Pub. Ser. Co. of No. Ill.	2.42	2.49	5,020	4,622	121.51	115.10
Union Elec. Power Co.	2.66	2.81	3,005	2,642	79.88	74.32

TABLE 4.
ILLINOIS ELECTRIC UTILITIES
LARGE POWER & LIGHT

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% OF TOTAL SALES TO ULT.CONS. 1951	
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change	1951	1950	REV.	KWH
TOTAL 9 COMPANIES	$103,759,773	$94,968,101 1/	9.3%	9,190,012,938	8,177,425,535 1/	12.4%	4,661	4,481 1/	4.0%	1.13¢	1.16¢	30.61%	50.83%
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	56,917,490	49,802,617 1/	14.3	5,201,691,946	4,459,124,173 1/	16.7	2,312	2,098 1/	10.2	1.09	1.12	29.98	51.50
Cent. Ill. Elec. & Gas Co.	2,693,395	2,436,961	10.5	177,498,150	156,995,806	13.1	183	178	2.8	1.52	1.55	31.13	45.81
Cent. Ill. Light Co.	5,778,900	5,718,946	1.0	495,330,262	485,481,070	2.0	313	303	3.3	1.17	1.18	41.92	58.72
Cent. Ill. Pub. Ser. Co.	8,388,125	7,412,886	13.2	589,925,708	510,158,073	15.6	794	708	12.1	1.42	1.45	30.18	50.38
Commonwealth Edison Co.	46,842,283	45,165,484 1/	3.7	3,988,320,992	3,718,301,362 1/	7.3	2,349	2,383 1/	-1.4	1.17	1.21	31.41	49.98
Illinois Power Co.	10,454,047	9,354,434	11.8	808,449,054	698,823,026	15.7	415	407	2.0	1.29	1.34	28.74	46.58
Iowa-Illinois Gas & Elec. Co.	1,354,162	1,119,660	20.9	117,777,307	103,078,650	14.3	36	36	0.0	1.15	1.09	26.59	45.11
Produce Terminal Corp.	1,632,026	1,551,905	5.2	116,751,216	112,771,939	3.5	101	103	-2.0	1.40	1.38	84.86	90.39
Pub. Ser. Co. of No. Ill.	19,833,829	16,294,455 1/	21.7	2,096,503,888	1,698,831,279 1/	23.4	355	255 1/	39.2	0.95	0.96	23.30	45.54
Union Elec. Power Co.	6,783,006	5,913,370	14.7	799,456,361	692,984,330	15.4	115	108	6.5	0.85	0.85	61.19	82.55

1/ Revised since publication of 1950 Research Bulletin #46.

TABLE 5.
ILLINOIS ELECTRIC UTILITIES
SMALL POWER & LIGHT

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change	1951	1950
TOTAL 9 COMPANIES	$100,945,215	$96,508,017 1/	4.6%	3,416,769,900	3,240,135,408 1/	5.5%	308,073	303,873 1/	1.4%	2.95¢	2.98¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	50,033,470	47,836,859 1/	4.6	1,743,389,794	1,670,129,932 1/	4.4	160,433	157,886 1/	1.6	2.87	2.86
Cent. Ill. Elec. & Gas	2,158,865	1,954,327	10.5	70,733,871	62,673,448	12.9	7,145	7,004	2.0	3.05	3.12
Cent. Ill. Light Co.	2,987,831	2,778,010	7.6	133,540,613	121,866,168	9.6	11,054	10,883	1.6	2.24	2.28
Cent. Ill. Pub. Ser. Co.	8,078,354	7,673,657	5.3	237,134,257	220,252,126	7.7	34,347	34,506	-0.5	3.41	3.48
Commonwealth Edison Co.	50,911,745	48,671,158 1/	4.6	1,673,380,106	1,570,005,476 1/	6.6	147,640	145,987 1/	1.1	3.04	3.10
Illinois Power Co.	9,485,240	8,801,740	7.8	339,684,815	308,193,584	10.2	38,488	38,008	1.3	2.79	2.86
Iowa-Illinois Gas & Elec. Co. 2/	1,621,771	1,520,385	6.7	60,724,259	56,917,038	6.7	5,856	5,839	0.3	2.67	2.67
Produce Terminal Corp.	250,028	208,194	20.1	9,122,915	7,532,947	21.1	128	113	13.3	2.74	2.76
Pub. Ser. Co. of No. Ill. 3/	23,816,112	23,359,003 1/	2.0	833,916,677	838,054,725 1/	-0.5	57,877	56,008 1/	3.3	2.86	2.79
Union Elec. Power Co.	1,635,269	1,541,543	6.1	58,532,387	54,639,896	7.1	5,538	5,525	0.2	2.79	2.82

1/ Revised since publication of 1950 Research Bulletin #46.

2/ Account 608, Other Sales, amounting to $616 revenue and 14,148 kilowatt-hours for seven customers in 1950, has been included in Small Power and Light Sales for the purpose of this study. No other sales reported for 1951.

3/ Account 608, Other Sales, amounting to $1,924 revenue and 51,000 kilowatt-hours for two customers in 1951, and $2,489 revenue and 67,800 kilowatt-hours for two customers in 1950, has been included in Small Power and Light Sales for the purpose of this study. Only one other company reported this class of business.

TABLE 6.
ILLINOIS ELECTRIC UTILITIES
PUBLIC STREET & HIGHWAY LIGHTING

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change	1951	1950
TOTAL 9 COMPANIES 1/	$3,171,361	$2,251,948	40.8%	220,994,994	129,707,613	70.4%	1,314	1,302	0.9%	1.44¢	1.74¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co. 1/	1,788,862	1,733,420	3.2	85,127,605	81,200,123	4.8	1,312	1,300	0.9	2.10	2.13
Cent. Ill. Elec. & Gas Co.	110,128	106,405	3.5	4,599,922	4,388,089	4.8	49	49	0.0	2.39	2.42
Cent. Ill. Light Co.	226,753	213,293	6.3	8,949,158	8,434,392	6.1	38	38	0.0	2.53	2.53
Cent. Ill. Pub. Ser. Co.	307,409	304,444	1.0	13,459,163	12,853,851	4.7	382	383	-0.3	2.28	2.37
Commonwealth Edison Co.	1,382,499	518,528	166.6	135,867,389	48,507,490	180.1	2	2	0.0	1.02	1.07
Illinois Power Co.	194,858	196,666	-0.9	5,556,708	5,458,803	1.8	305	302	1.0	3.51	3.60
Iowa-Illinois Gas & Elec. Co.	88,706	88,148	0.6	2,651,648	2,725,757	-2.7	10	10	0.0	3.35	3.23
Pub. Ser. Co. of No. Ill.	753,265	719,838	4.6	45,858,035	43,516,970	5.4	475	465	2.2	1.64	1.65
Union Elec. Power Co.	107,743	104,626	3.0	4,052,971	3,822,261	6.0	53	53	0.0	2.66	2.74

1/ Except that Produce Terminal Corporation, one of the nine companies included in this study, reported no Public Street and Highway Lighting Sales in either year.

TABLE 7.
ILLINOIS ELECTRIC UTILITIES
OTHER SALES TO PUBLIC AUTHORITIES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change	1951	1950
TOTAL 9 COMPANIES	$7,504,064	$7,850,938	-4.4%	586,552,213	600,715,895	-2.4%	5,948	5,973	-0.4%	1.28¢	1.31¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	4,513,985	4,189,760	7.7	367,860,357	314,811,460	16.9	4,569	4,614	-1.0	1.23	1.33
Cent. Ill. Elec. & Gas Co.	199,237	181,736	9.6	13,548,567	12,166,936	11.4	129	128	0.8	1.47	1.49
Cent. Ill. Light Co.	34,396	33,904	1.5	1,748,551	1,662,428	5.2	13	23	-43.5	1.97	2.04
Cent. Ill. Pub. Ser. Co.	315,928	304,115	3.9	24,715,438	23,739,996	4.1	168	167	0.6	1.28	1.28
Commonwealth Edison Co.	2,990,079	3,661,178	-18.3	218,691,856	285,904,435	-23.5	1,379	1,359	1.5	1.37	1.28
Illinois Power Co.	340,461	312,399	9.0	34,676,306	30,583,579	13.4	157	168	-6.6	0.98	1.02
Iowa-Illinois Gas & Elec. Co.	268,426	162,491	65.2	17,463,129	9,520,396	83.4	6	7	-14.3	1.54	1.71
Produce Terminal Corp.	41,095	27,808	47.8	3,292,035	2,211,515	48.9	4	4	0.0	1.25	1.26
Pub. Ser. Co. of No. Ill.	3,289,776	3,151,063	4.4	270,088,899	233,413,310	15.7	4,084	4,109	-0.6	1.22	1.35
Union Elec. Power Co.	24,666	16,244	51.8	2,327,432	1,513,300	53.8	8	8	0.0	1.06	1.07

TABLE 8.
ILLINOIS ELECTRIC UTILITIES
SALES TO RAILROADS & RAILWAYS

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change	1951	1950
TOTAL 9 COMPANIES 1/	$9,778,316	10,766,289	-9.2%	790,548,228	880,267,492	-10.2%	9	10	-10.0%	1.23¢	1.22¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co. 1/	2,038,342	2,122,496	-4.0	132,363,675	137,962,548	-4.1	6	7	-14.3	1.54	1.54
Commonwealth Edison Co.	7,739,974	8,643,793	-10.5	658,184,553	742,304,944	-11.3	3	3	0.0	1.18	1.16
Illinois Power Co.	409,139	462,116	-11.5	34,272,574	38,194,053	-10.3	2	3	-33.3	1.19	1.21
Pub. Ser. Co. of No. Ill.	1,629,203	1,660,380	-1.9	98,091,101	99,768,495	-1.7	4	4	0.0	1.66	1.66

1/ Except that Central Illinois Electric and Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Iowa-Illinois Gas and Electric Company, Produce Terminal Corporation and Union Electric Power Company, six of the nine companies included in this study, reported no Sales to Railroads and Railways in either year.

TABLE 9
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change	1951	1950
TOTAL 9 COMPANIES	$338,968,841	$320,058,635	5.9%	18,079,727,306	16,609,545,091	8.9%	2,412,024	2,358,338	2.3%	1.87¢	1.93¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	189,830,155	174,477,139	8.8	10,100,402,120	8,970,711,491	12.6	1,380,685	1,334,937	3.4	1.88	1.94
Cent. Ill. Elec. & Gas Co.	8,653,245	7,846,620	10.3	387,432,737	342,803,912	13.0	64,675	62,407	3.6	2.23	2.29
Cent. Ill. Light Co.	13,784,350	13,091,982	5.3	843,550,647	801,850,433	5.2	99,167	95,846	3.5	1.63	1.63
Cent. Ill. Pub. Ser. Co.	27,796,558	25,568,444	8.7	1,171,001,237	1,039,450,096	12.7	216,593	214,231	1.1	2.37	2.46
Commonwealth Edison Co. 1/	149,138,686	145,581,496	2.4	7,979,325,186	7,638,833,600	4.5	1,031,339	1,023,401	0.8	1.87	1.90
Illinois Power Co.	36,370,524	33,431,232	8.8	1,735,694,172	1,543,152,002	12.5	286,135	279,162	2.5	2.10	2.17
Iowa-Illinois Gas & Elec. Co.	5,092,814	4,461,031	14.2	261,093,333	226,029,838	15.5	41,125	39,843	3.2	1.95	1.97
Produce Terminal Corp.	1,923,149	1,787,907	7.6	129,166,166	122,516,401	5.4	233	220	5.9	1.49	1.46
Pub. Ser. Co. of No. Ill. 2/	85,124,711	78,444,945	8.5	4,604,049,832	4,051,656,376	13.6	617,712	589,668	4.8	1.85	1.94
Union Elec. Power Co.	11,084,804	9,844,978	12.6	968,413,996	843,252,433	14.8	55,045	53,560	2.8	1.14	1.17

1/ The adoption of bi-monthly billing in August 1951, resulted in delaying approximately $2,700,000 in revenue and 88,132,000 kilowatt-hours.
2/ The adoption of bi-monthly billing in August 1951, resulted in delaying approximately $1,800,000 in revenue and 62,612,000 kilowatt-hours.

TABLE 10.
ILLINOIS ELECTRIC UTILITIES
SALES TO OTHER ELECTRIC UTILITIES

	REVENUE			KILOWATT-HOURS			NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change	1951	1950
TOTAL 9 COMPANIES 1/	$43,123,336	$44,588,965	-3.3%	6,154,629,925	6,391,414,407	-3.7%	122	110	10.9%	0.70¢	0.70¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co. 1/	27,057,358	28,465,488	-5.0	3,560,237,799	3,902,613,530	-8.8	117	104	12.5	0.76	0.73
Cent. Ill. Elec. & Gas Co. 2/	365	1,687	-78.4	33,200	153,400	-78.4	-	-	-	1.10	1.10
Cent. Ill. Light Co.	348,386	307,045	13.5	39,662,479	32,770,541	21.0	5	6	-16.7	0.88	0.94
Cent. Ill. Pub. Ser. Co.	2,642,180	2,188,509	20.7	299,213,116	243,562,446	22.8	71	58	22.4	0.88	0.90
Commonwealth Edison Co.	16,065,978	16,123,477	-0.4	2,594,392,126	2,488,800,877	4.2	5	6	-16.7	0.62	0.65
Illinois Power Co.	2,018,209	2,032,635	-0.7	220,975,204	218,759,546	1.0	29	28	3.6	0.91	0.93
Iowa-Illinois Gas & Elec. Co.	199,689	156,285	27.8	21,160,000	18,003,000	17.5	1	1	0.0	0.94	0.87
Pub. Ser. Co. of No. Ill.	1,447,518	3,826,540	-62.2	144,776,900	759,029,374	-80.9	8	8	0.0	1.00	0.50
Union Elec. Power Co.	20,401,011	19,952,787	2.2	2,834,416,900	2,630,335,223	7.8	3	3	0.0	0.72	0.76

1/ Except that Produce Terminal Corporation reported no Sales to Other Electric Utilities in either year.
2/ Emergency service for portions of six days.

TABLE 11.
ILLINOIS ELECTRIC UTILITIES
INTERDEPARTMENTAL SALES

	REVENUE			KILOWATT-HOURS			REVENUE PER KWH	
	1951	1950	% Change	1951	1950	% Change	1951	1950
TOTAL 9 COMPANIES 1/	$30,953	$30,845	0.4%	3,574,968	3,604,487	-0.8	0.87¢	0.86¢
Cent. Ill. Light Co.	5,526	4,921	12.3	243,390	207,593	17.2	2.27	2.37
Illinois Power Co.	7,037	7,172	-1.9	879,578	896,694	-1.9	0.80	0.80
Produce Terminal Corp	18,390	18,752	-1.9	2,452,000	2,500,200	-1.9	0.75	0.75

1/ Except that Central Illinois Electric and Gas Company, Central Illinois Public Service Company, Commonwealth Edison Company, Iowa-Illinois Gas and Electric Company, Public Service Company of Northern Illinois, Union Electric Power Company six of the nine companies reported no Interdepartmental Sales in either year.

TABLE 12.
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES OF ELECTRIC ENERGY

	REVENUE			KILOWATT-HOURS			NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1951	1950	% Change	1951	1950	% Change	1951	1950	% Change	1951	1950
TOTAL 9 COMPANIES	$382,123,130	$364,678,445	4.8%	24,237,932,199	23,004,563,985	5.4%	2,412,146	2,358,448	2.3%	1.58¢	1.59¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	216,918,466	202,973,472	6.9	13,664,214,887	12,876,929,508	6.1	1,380,802	1,335,041	3.4	1.59	1.58
Cent. Ill. Elec. & Gas Co.	8,653,610	7,848,307	10.3	387,465,937	342,957,312	13.0	64,675	62,407	3.6	2.23	2.29
Cent. Ill. Light Co.	14,138,262	13,403,948	5.5	883,456,516	834,828,567	5.8	99,172	95,852	3.5	1.60	1.61
Cent. Ill. Pub. Ser. Co.	30,438,738	27,756,953	9.7	1,470,214,353	1,283,012,542	14.6	216,664	214,289	1.1	2.07	2.16
Commonwealth Edison Co. 1/	165,204,664	161,704,973	2.2	10,573,717,312	10,127,634,477	4.4	1,031,344	1,023,407	0.8	1.56	1.60
Illinois Power Co.	38,395,770	35,471,039	8.2	1,957,548,954	1,762,808,242	11.0	286,164	279,190	2.5	1.96	2.01
Iowa-Illinois Gas & Elec. Co.	5,292,503	4,617,316	14.6	282,253,333	244,032,838	15.7	41,126	39,844	3.2	1.88	1.89
Produce Terminal Corp.	1,941,539	1,806,659	7.5	131,618,166	125,016,601	5.3	233	220	5.9	1.48	1.45
Pub. Ser. Co. of No. Ill. 1/	86,572,229	82,271,485	5.2	4,748,826,732	4,810,685,750	-1.3	617,720	589,676	4.8	1.82	1.71
Union Elec. Power Co.	31,485,815	29,797,765	5.7	3,802,830,896	3,473,587,656	9.5	55,048	53,563	2.8	0.83	0.86

1/ See footnotes 1/ and 2/, table 9 page 24.

TABLE 13.
ILLINOIS ELECTRIC UTILITIES
OTHER ELECTRIC OPERATING REVENUE

	REVENUE		
	1951	1950	% Change
TOTAL 9 COMPANIES	$6,186,347	$4,346,188	42.3%
TOTAL 9 COMPANIES ex. of Commonwealth Edison Co.	2,156,659	1,977,115	9.1
Cent. Ill. Elec. & Gas Co.	60,760	54,045	12.4
Cent. Ill. Light Co.	138,919	135,845	2.3
Central Ill. Public Serv. Co.	118,417	121,632	-2.7
Commonwealth Edison Co.	4,029,688	2,369,073	70.1
Illinois Power Co.	356,185	342,210	4.1
Iowa-Illinois Gas & Elec. Co.	202,727	322,152	-37.1
Produce Terminal Corp.	1,722	2,097	-17.9
Pub. Ser. Co. of No. Ill.	1,141,395	885,745	28.9
Union Elec. Power Co.	136,534	113,389	20.4

TABLE 14.
ILLINOIS ELECTRIC UTILITIES
TOTAL ELECTRIC OPERATING REVENUE

	REVENUE		
	1951	1950	% Change
TOTAL 9 COMPANIES	$388,309,477	$369,024,633	5.2%
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	219,075,125	204,950,587	6.9
Cent. Ill. Elec. & Gas Co.	8,714,370	7,902,352	10.3
Cent. Ill. Light Co.	14,277,181	13,539,793	5.4
Central Ill. Public Ser. Co.	30,557,155	27,878,585	9.6
Commonwealth Edison Co.	169,234,352	164,074,046	3.1
Illinois Power Co.	38,751,955	35,813,249	8.2
Iowa-Illinois Gas & Elec. Co.	5,495,230	4,939,468	11.3
Produce Terminal Corp.	1,943,261	1,808,756	7.4
Pub. Ser. Co. of No. Ill.	87,713,624	83,157,230	5.5
Union Elec. Power Co.	31,622,349	29,911,154	5.7

TABLE 15.
TRENDS IN ELECTRIC SALES
by
NINE LARGE ELECTRIC UTILITIES
1932-1951

Year	REVENUE (Millions)			KILOWATT-HOURS (Millions)			CUSTOMERS (Thousands)			AVERAGE REVENUE PER KWH		
	Residential Sales *	Other Sales	Total Sales to Ult. Cons.	Residential Sales *	Other Sales	Total Sales to Ult. Cons.	Residential Sales *	Other Sales	Total Sales to Ult. Cons.	Residential Sales *	Other Sales	Total Sales to Ult. Cons.
1932	48 1/	85	133 1/	901	4,211	5,112	1,435	308	1,743	5.18¢	2.03¢	2.61¢
1933	46 1/	82	128 1/	878	4,151	5,029	1,422	287	1,709	5.24	1.97	2.54
1934	48 1/	85	133 1/	937	4,474	5,411	1,464	281	1,745	5.08	1.90	2.45
1935	49 1/	89	138 1/	1,011	4,760	5,771	1,493	279	1,772	4.89	1.87	2.40
1936	51 1/	97	148 1/	1,087	5,442	6,528	1,524	287	1,811	4.70	1.78	2.27
1937	53	104	157	1,218	5,933	7,151	1,558	288	1,846	4.32	1.76	2.20
1938	55	102	157	1,310	5,393	6,703	1,581	298	1,879	4.19	1.89	2.34
1939	57	108	165	1,392	6,018	7,410	1,608	305	1,913	4.06	1.80	2.22
1940	59	116	175	1,500	6,629	8,129	1,638	315	1,953	3.96	1.75	2.16
1941	62	127	189	1,604	7,592	9,196	1,673	325	1,998	3.90	1.66	2.06
1942	64	134	198	1,672	8,476	10,148	1,705	326	2,031	3.86	1.58	1.95
1943	66	143	209	1,737	9,775	11,512	1,718	315	2,033	3.80	1.46	1.81
1944	68	151	219	1,806	10,613	12,419	1,727	318	2,045	3.76	1.43	1.76
1945	72	154	226	1,949	10,344	12,293	1,765	334	2,099	3.69	1.49	1.84
1946	74	157	231	2,162	9,736	11,898	1,797	354	2,151	3.42	1.61	1.94
1947	76	178	254	2,341	11,127	13,468	1,782	397	2,179	3.25	1.60	1.89
1948	82	198	280	2,594	12,110	14,704	1,823	411	2,234	3.17	1.63	1.90
1949	89	208	295	2,854	12,187	15,041	1,875	423	2,298	3.11	1.71	1.96
1950	96	224	320	3,148	13,462	16,610	1,925	433	2,358	3.04	1.67	1.92
1951	101	238	339	3,399	14,681	18,080	1,972	440	2,412	2.97	1.62	1.87

* Exclusive of the Produce Terminal Corporation, which reports no residential sales.

1/ Includes forfeited discounts.

William G. Stratton, Governor

ILLINOIS ELECTRIC UTILITIES
A Comparative Study of 1952 Sales

Research Bulletin No. 49

George R. Perrine, Chairman
Cyrus J. Colter
Jesse L. Simpson
June G. Van Keuren
William Vicars, Commissioners
Thomas A. Graham, Secretary

ACCOUNTS AND FINANCE SECTION
Division of Reports

ILLINOIS COMMERCE COMMISSION

7 (A-18015)

Research Bulletin No. 49

ILLINOIS ELECTRIC UTILITIES

A Comparative Study of 1952 Sales

As Reported by the Nine Largest
Electric Utilities Whose Sales to Ultimate
Consumers Account for Approximately 99% of the
Total for the State

ILLINOIS COMMERCE COMMISSION
Division of Reports
Accounts and Finance Section

ILLINOIS COMMERCE COMMISSION
Accounts and Finance Section
Springfield, Illinois

March 27, 1953

Hon. George R. Perrine, Chairman
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

I am transmitting to you herewith Research Bulletin No. 49 entitled "Illinois Electric Utilities, A Comparative Study of 1952 Sales" prepared by the Accounts and Finance Section-Division of Reports under the supervision of Mr. E. L. Peck.

Yours very truly,

Fred Kleinman

Fred Kleinman, Chief
Accounts and Finance

ILLINOIS COMMERCE COMMISSION
Division of Reports
Accounts and Finance Section
Springfield, Illinois

March 27, 1953

Mr. Fred Kleinman, Chief
Accounts and Finance Section
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

This study, Research Bulletin No. 49 entitled "Illinois Electric Utilities, A Comparative Study of 1952 Sales" is herewith transmitted by the Division of Reports, Accounts and Finance Section. This Bulletin is a continuation of a permanent and historical record began a number of years ago. It provides an analysis of electric sales reported by the nine largest electric utilities subject to the jurisdiction of the Illinois Commerce Commission.

The textual portion of the study reviews briefly the principal facts derived from the tabulations of the 1952 sales compared with the results for 1951. Also included, is a brief discussion of the important trends in electric sales from 1932 to 1952 inclusive.

The statistical tables form the basic part of this study and constitute a permanent reference in regard to comparative sales by the companies during the past two years.

Yours very truly,

E. L. Peck

E. L. PECK, Chief
Division of Reports

TABLE OF CONTENTS

LIST OF TABLES

INTRODUCTORY CONSIDERATIONS

1. Scope of Study

This study presents a comparison of 1952 electric sales with those for the year 1951. The State's total electric business is based upon nine of the privately owned electric utilities operating in the State (under the jurisdiction of the Illinois Commerce Commission) which account for approximately 99% of the total. This study, beginning as in Bulletin No. 24, confines itself solely to the sales of those nine companies, viz.:

Central Illinois Electric & Gas Company
Central Illinois Light Company
Central Illinois Public Service Company
Commonwealth Edison Company
Illinois Power Company
Iowa-Illinois Gas & Electric Company
Produce Terminal Corporation
Public Service Company of Northern Illinois
Union Electric Power Company

As in all previous similar studies, this continues the policy that no attempt has been made to determine the reasonableness or unreasonableness of the data, but rather to discuss the relationship of such results to the economic factors apparently responsible for their behavior during the period under review.

Data for both 1952 and 1951 are shown throughout these tables together with computations showing percentage changes of 1952 over 1951, average revenue per kilowatt-hour, kilowatt-hours per customer and average revenue per customer. The use of ultimate consumer sales as a common denominator for the measurement of electric sales is still used as an indicator for the relative importance of each class of business.

2. Sources of Information

The data shown on the various tables is supplied by each of the nine companies heretofore mentioned and is taken from their December, 1952 monthly reports filed with the Illinois Commerce Commission. These reports are preliminary and are filed subject to audit before the final annual reports are received. Most, if any, adjustments are made, are due to a reclassification of sales.

3. Accounting Considerations

For the purpose of this study, Interdepartmental Sales (Account 607) have not been considered as Sales to Ultimate Con-

sumers. Produce Terminal Corporation is the only company reporting Other Sales (Account 608), i.e. In view of the fact that such sales were exceedingly small in their relationship to Total Sales to Ultimate Consumers, they have been included with Small Power and Light Sales (see Table 5, Page 20, footnote 1/.)

4. Other Considerations

A few interpretive comments in the text are made to explain the behavior of the sales and trends of the figures shown; other than this, no comment is made as to the relations shown for each company or the many factors influencing each.

ELECTRIC SALES BY CLASSES OF SERVICE

1. COMPARATIVE CONSOLIDATED SUMMARY, Table 1, Pages 13 and 14.

The data shown by this table summarizes the integrate sales of the nine companies considered by this study according to the classifications of energy sold and other electrical and miscellaneous revenue. Included in this summarization, the percentage change is shown comparatively for each particular class, as to comparison, for the years 1952 and 1951. In addition, the average revenue per kilowatt-hour is shown together with the percentage relationship each classification of revenue to the total sales to ultimate consumers and to total operating revenue.

The outstanding facts revealed by this table are discussed in detail for the more important revenue accounts that follow, including a discussion of total sales to ultimate consumers and total electric operating revenue.

2. TOTAL ELECTRIC OPERATING REVENUE, Table 14, Page 29.

In 1952 the aggregate revenue of the nine companies from electric operations in Illinois amounted to $415,947,201 as compared to $388,309,477 in 1951, showing an increase of 7.1%. The total revenue for the nine companies exclusive of Commonwealth Edison Company recorded a gain of 9.3%. During this same period of comparison all of the companies showed increases ranging from a low of 3.2% to a high of 15.3%.

3. TOTAL SALES TO ULTIMATE CONSUMERS.

(a) Comparative Sales, 1952-1951, Table 9, Page 24.

The adoption of bi-monthly billing by two companies during the year 1951, resulted in delaying approximately $4,500,000 in gross revenue and 150,744,000 kilowatt-hours, therefore the revenue and kilowatt-hour sales for 1951 are not strictly comparable to the 1952 sales. (See footnotes 1/ and 2/, Page 24.)

In 1952, the total number of ultimate consumers of electricity in Illinois amounted to 2,473,069, a gain of 2.6% over the 1951 total of 2,412,024. Revenue from sales to ultimate consumers advanced 6.8%, or from $338,968,841 in 1951 to $361,887,375 in 1952, while kilowatt-hour sales, increased from 18,079,727,306 in 1951 to 19,096,558,936 in 1952 a gain of 5.6%.

In 1952, Commonwealth Edison Company's average number of customers totalled 1,038,892 and in 1951, 1,031,339 an increase of 0.7%. Ultimate consumer sales revenue for Commonwealth Edison Company in 1952 was in excess of $156 million which is an increase of 5.2% over the $149 million reported in 1951.

Extended analysis of total sales to ultimate consumers indicates that all of the nine companies reported increases percentagewise in revenue and kilowatt-hour sales in 1952 over 1951. Public Service Company of Northern Illinois being the largest with an increase of 10.3% in revenue, while Produce Terminal Corporation showed the largest gain of 14.1% in kilowatt-hour sales.

This study indicates that revenue increased at a more rapid pace than kilowatt-hour sales for the year 1952 as compared with 1951. This fact results in a slight increase in revenue per kilowatt-hour for the total of the nine companies.

Four of the nine companies reported average revenue per kilowatt-hour in 1952 in excess of 2.0¢, Central Illinois Public Service Company's average of 2.43¢ being the highest, while Union Electric Power Company's average of 1.16¢ was the lowest.

The following table indicates some variation in the rate of decline for individual companies in average revenue per kilowatt-hour since 1929:

Average Revenue Per Kilowatt-Hour
from
Total Sales to Ultimate Consumers

	1952	1946	1929	% Change 1952 over 1929
Total 9 Companies	1.90¢	1.93¢	2.49¢	-23.7%
Total 9 Companies, ex. of Commonwealth Edison Co.	1.89	1.99	3.21	-41.1
Central Ill. Elec. & Gas Co.	2.20	2.31	3.46	-36.4
Central Ill. Light Co.	1.61	1.67	2.41	-33.2
Central Ill. Pub. Ser. Co.	2.43	2.65	3.96	-38.6
Commonwealth Edison Co.	1.90	1.87	2.12	-10.4
Ill. Power Co.	2.10	2.20	3.51	-40.2
Iowa-Ill. Gas & Elec. Co.	2.03	2.02	2.89	-29.8
Produce Terminal Corp.	1.41	1.45	1.60	-11.9
Pub. Ser. Co. of No. Ill.	1.86	1.93	3.28	-43.3
Union Elec. Power Co.	1.16	1.16	1.62	-28.4

(b) Long Term Trends, 1932-1952, Table 15, Page 30.

Kilowatt-hour sales to ultimate consumers has more than tripled during the past twenty years, rising from 5,112 million kilowatt-hours in 1932 to a new high of 19,097 million in 1952, an increase of 273.6%. Revenue for Total Sales to Ultimate Consumers reached a new high of 362,000,000 dollars, in 1952, during this twenty one year period of comparison revenue has increased 172.2%.

The average revenue per kilowatt-hour decreased from 2.61¢ in 1932 to 1.90¢ in 1952, this is a 27 percent decrease percentagewise.

In 1932 there were approximately 1,743,000 customers which have increased in 1952 to 2,473,000 customers, a gain of 41.9%. With the exception of the year 1933 there has been a gradual increase in customer count each year since 1932.

As stated heretofore in the introductory portion of this study, Total Sales to Ultimate Consumers, Table 9, Page 24, provides the basic data for showing computations of the percentage of relationship of each class of consumer sales to total sales to ultimate consumers. This practice has been continued for the purpose of this study and was done to overcome deficiencies of total electric operating revenue as common denominator for measuring the relative importance of consumer sales, which is heavily weighted by sales to other electric utilities for resale. Total Sales to Ultimate Consumers does not include sales to other electric utilities for resale, nor Interdepartmental Sales, consequently a comparison of any class

of consumer sales to total sales to ultimate consumers must result in a more accurate ratio of the relative importance of each class of business.

4. RESIDENTIAL SALES

(a) Comparative Sales, 1952-1951, Table 2, Pages 15 and 16.

It must be noted that the adoption of bi-monthly billing in August, 1951 by Commonwealth Edison Company and Public Service Company of Northern Illinois, resulted in delaying approximately $3,550,000 in revenue and 125,000,000 kilowatt-hours for residential service.

Residential Sales in 1952 continued to rise in practically the same ratio as in 1951. Revenue from the combined residential sales of these companies totalled $112,813,836 in 1952 or 11.7% more than the total of $100,988,458 for 1951. Kilowatt-hour sales showed an increase of 13.8% recording a total of 3,866,675,336 in 1952 and 3,398,996,569 in 1951.

During this same period, all companies reported increases individually for revenue and kilowatt-hour sales. In addition, all companies showed increases in the number of customers served, the totals of which rose from 1,972,487 in 1951 to 2,026,783 in 1952, a gain of 2.8%. Public Service Company of Northern Illinois reported the largest gain in revenue and kilowatt-hour sales, while Illinois Power Company reported the largest gain in the average number of customers.

Also noted in this comparison is the continued decrease in revenue per kilowatt-hour. In 1951, the average revenue per kilowatt-hour amounted to 2.97¢ and then dropped to 2.92¢ in 1952 for the total of all companies. Excluding Commonwealth Edison Company from the totals the average for 1951 was 2.95¢ and 2.89¢ in 1952, which reveals that Commonwealth Edison Company's average is a fraction greater than the State average. All companies reported decreases in average revenue per kilowatt-hour. Union Electric Power Company recorded the lowest average revenue per kilowatt-hour of 2.35¢ and Central Illinois Public Service Company reporting a high of 3.48¢ which represents a difference of 1.13¢ per kilowatt-hour. The Union Electric Power Company's average of 2.35¢ per kilowatt-hour is 0.57¢ below the average of the total nine companies.

Kilowatt-hour use per customer has again shown an increase. In 1951, the average used was 1,723 kilowatt-hours per customer and in

1952 the usage rose to 1,908. All companies reported increases in usage per customer over the previous year. The individual companies show considerable variation as regards the average usage by residential customers with Commonwealth Edison Company and Central Illinois Public Service Company each reporting 1,668 kilowatt-hours per customer and Public Service Company of Northern Illinois reporting 2,259 kilowatt-hours per customer, low and high, respectively.

(b) Long Term Trends, 1932-1952, Table 15, Page 30.

The trend in the sales of electrical energy during the past twenty-one years has been steadily upward, with the exception of the year 1933.

Since 1932 revenue from residential sales grew from $48 million to $113 million in 1952, an increase of 135.4%. The number of kilowatt-hours during the same period rose from 901 million to 3,867 million, a gain of 329.2%. For the same period of comparison customers have increased from 1,435 thousand to 2,026 thousand, an increase of 41.2%.

A comparison of the average revenue per kilowatt-hour by individual companies for the years 1929 and 1952 is presented in the following summary:

Average Revenue Per Kilowatt-Hour
from
Residential Sales

	1952	1929	% Change from 1929
Total 9 Companies	2.92¢	5.83¢	-49.9%
Total 9 Companies, ex. of Commonwealth Edison Co.	2.89	7.63	-62.1
Cent. Ill. Elec. & Gas Co.	2.80	6.25	-55.2
Central Ill. Light Co.	2.38	5.92	-59.8
Central Ill. Pub. Ser. Co.	3.48	7.86	-55.7
Commonwealth Edison Co.	2.96	4.73	-37.4
Ill. Power Company	2.92	8.60	-66.1
Iowa-Ill. Gas & Elec. Co.	2.77	7.90	-64.9
Produce Terminal Corporation*	-	-	-
Pub. Ser. Co. of No. Ill.	2.88	7.73	-62.8
Union Electric Power Co.	2.35	5.32	-55.8

* This company reports no residential sales.

Although the preceding table reveals a marked decline in average revenue per kilowatt-hour for each individual company, it must not be assumed the companies received less revenue from this class of business, as the increased use per customer more than offset the decline in average unit revenue. All but one of the companies recorded decreases in revenue per kilowatt-hour of more than 50.0%

in 1952 over 1929. With the exception of Commonwealth Edison Company, which recorded a decrease of 37.4%, the decreases of the other eight companies ranged from 55.2% to 66.1%. However, it should be reminded that Commonwealth Edison Company was considerably below the average of the other companies for the year 1929.

The average revenue per kilowatt-hour for all nine companies decreased from 5.83¢ in 1929 to 2.92¢ in 1952 and when Commonwealth Edison Company's residential sales are excluded from the totals for all companies, the average revenue per kilowatt-hour during the same period of comparison decreased from 7.63¢ to 2.89¢.

The following table presents 1929 and 1952 data relating to average annual revenue per customer for each of the eight companies reporting residential service. For all companies the average revenue per customer increased from $30.85 in 1929 to $55.66 in 1952, an increase of 80.4%. Union Electric Power Company's average annual revenue per customer rose from $22.82 in 1929 to $50.14 in 1952, a gain of 119.7%, which represents the largest increase recorded by all companies, whereas Iowa-Illinois Gas and Electric Company's gain of only 47.2% during the same period was the lowest. All of the remaining companies reported increases of over 50.0% in their average annual revenue per customer. The Public Service Company of Northern Illinois' average revenue per customer of $38.17 was the highest for all companies in 1929, and the same retained this position with a high of $64.98 in 1952.

Average Annual Revenue Per Customer
from
Residential Sales

	1952	1929	% Change from 1929
Total 9 Companies	$55.66	$30.85	80.4%
Total 9 Companies, ex. of Commonwealth Edison Co.	60.57	33.15	82.7
Cent. Ill. Elec. & Gas Co.	56.65	31.63	79.1
Central Ill. Light Co.	51.93	30.30	71.4
Cent. Ill. Pub. Ser. Co.	58.09	30.22	92.2
Commonwealth Edison Co.	49.35	28.87	70.9
Ill. Power Co.	59.60	29.52	101.9
Iowa-Ill. Gas & Elec. Co.	48.96	33.26	47.2
Produce Terminal Corp. *	-	-	-
Pub. Ser. Co. of No. Illinois	64.98	38.17	70.2
Union Electric Power Co.	50.14	22.82	119.7

* This Company reports no residential sales.

Residential usage per customer in Illinois increased from 529 kilowatt-hours in 1929 to the all time high of 1,908 kilowatt-hours in 1952, a gain of 260.7%. Individual company results of the changes in residential usages since 1929 are summarized as follows:

Average Annual Consumption Per Customer
from
Residential Sales

	1952	1929	% Change from 1929
Total 9 Companies	1,908	529	260.7%
Total 9 Companies, ex. of Commonwealth Edison Co.	2,094	435	381.4
Cent. Ill. Elec. & Gas Co.	2,022	506	299.6
Central Ill. Light Co.	2,180	512	325.8
Cent. Ill. Pub. Ser. Co.	1,668	384	334.4
Commonwealth Edison Co.	1,668	611	173.0
Ill. Power Co.	2,038	343	494.2
Iowa-Ill. Gas & Elec. Co.	1,769	421	320.2
Produce Terminal Corp. *	-	-	-
Pub. Ser. Co. of No. Ill.	2,259	494	357.3
Union Electric Power Co.	2,133	429	397.2

* This Company reports no residential sales.

The highest average annual consumption per residential customer in 1952 was reported by the Public Service Company of Northern Illinois, which reported 2,259 kilowatt-hours per customer, a gain of 357.3% over the 494 kilowatt-hours per customer during 1929. However, Illinois Power Company's increase of 494.2% in average annual usage, or from 343 to 2,038 kilowatt-hours, was the largest gain percentage-wise recorded by any company during the same period of comparison. Commonwealth Edison Company's gain of 173.0% was the lowest and when this company is excluded the results indicate an increase of 381.4% in the average for all remaining companies.

(c) Percentage Relationship to Total Sales to Ultimate Consumers.

The significance of total sales to ultimate consumers as a more logical and informative common denominator for measuring the importance of different classes of electric sales is again illustrated by the fact that in 1952 residential revenue accounted for 31.2% of total revenue received from sales to ultimate consumers, whereas in relationship to total operating revenue it was 27.1%, the latter percentage reflecting the weight of revenue received from sales to other electric corporations for resale. The total residential kilowatt-hour sales in 1952 for all companies accounted for 20.3%

of the total kilowatt-hours sold to ultimate consumers. Elimination of Commonwealth Edison Company's sales from the totals, the percentage relationship for revenue and kilowatt-hours to total sales to ultimate consumers was 33.7% and 22.0%, respectively. Public Service Company of Northern Illinois reported a high of 37.1% for revenue and Central Illinois Electric and Gas Company reported a high of 25.6% for kilowatt-hours. The lowest ratios, reported by Union Electric Power Company, were 19.1% and 9.5% for revenue and kilowatt-hours, respectively.

The following table shows the ratio of each individual company's residential sales to ultimate consumer sales for the years 1952 and 1943:

Percentage Relationship Residential
Revenue and Kilowatt-Hour Sales
to
Total Sales to Ultimate Consumers

	REVENUE		KILOWATT-HOURS	
	1952	1943	1952	1943
Total 9 Companies	31.2%	31.7%	20.3%	15.1%
Total 9 Companies, ex. of Commonwealth Edison Co.	33.7	33.4	22.0	15.9
Cent. Ill. Elec. & Gas Co.	32.5	33.6	25.6	19.5
Central Ill. Light Co.	29.5	29.8	20.0	15.3
Cent. Ill. Pub. Ser. Co.	33.8	34.0	23.6	17.4
Commonwealth Edison Co.	27.9	29.8	17.9	14.3
Ill. Power Co.	34.0	35.4	24.5	18.9
Iowa-Ill. Gas & Elec. Co.	27.9	26.4	20.5	14.6
Produce Terminal Corp.*	-	-	-	-
Pub. Ser. Co. of No. Illinois	37.1	37.0	24.1	16.9
Union Electric Power Co.	19.0	19.1	9.5	6.6

* This Company reports no residential sales.

5. LARGE POWER AND LIGHT SALES

(a) Comparative Sales, 1952-1951, Table 4, Page 19.

Altough large power and light sales accounted for 49.9% of the total physical volume of sales to ultimate consumers, the revenue from this source accounted for less than one third of ultimate consumer revenue. This was due to the fact that Commonwealth Edison Company and Public Service Company of Northern Illinois reclassified a number of customers from Large Power and Light Sales to Small Power and Light Sales during the year 1950.

Large power and light revenue increased from $103,759,773 in 1951 to $108,213,784 in 1952, a gain of 4.3%. Kilowatt-hour sales rose from 9,190,012,938 in 1951 to 9,522,862,509 in 1952, an increase of 3.6%, while the average number of customers increased 5.3%.

For the eight companies excluding Commonwealth Edicon Company, larger gains were reflected in industrial sales, namely: 7.1% in revenue and 5.5% in kilowatt-hours. Seven of the nine companies recorded gains in revenue, kilowatt-hour sales and the average number of customers for the year 1952 as compared to 1951.

The differential in the relative importance of ratios between revenue and kilowatt-hours is accounted for by the fact that this class of business returns a comparatively low amount of revenue per kilowatt-hour. In 1952 the average revenue per kilowatt-hour was 1.14¢ a slight increase over the 1951 average of 1.13¢. In 1952 the average revenue per kilowatt-hour ranged from 1.50¢ to 0.86¢, all companies falling within these limits. Six of the nine companies showed an increase in revenue per kilowatt-hour over those recorded in 1951.

(b) Percentage Relationship to Total Sales to Ultimate Consumers.

In 1952 Large Power and Light revenue accounted for 29.9% of the total sales to ultimate consumers, while the kilowatt-hour ratio of this class of service was 49.9%. The highest percentage of sales to ultimate consumers for this class of service were those of Produce Terminal Corporation, which showed 82.6% and 89.4% for revenue and kilowatt-hours, respectively. The lowest revenue percentage was 24.1% of ultimate consumer sales recorded by Public Service Company of Northern Illinois and Iowa-Illinois Gas & Electric Company, while the lowest kilowatt-hour percentage of 40.0% was reported by Iowa-Illinois Gas & Electric Company. It should be borne in mind that Produce Terminal Corporation at no time has ever reported any residential service.

The following table presents a summary showing a comparison of the percentages of relationship of revenue and kilowatt-hours to total sales to ultimate consumers for the years 1952 and 1943.

Percentage Relationship Large Power & Light Sales
to
Total Sales to Ultimate Consumers

	REVENUE		KILOWATT-HOURS	
	1952	1943	1952	1943
Total 9 Companies	29.9%	36.7%	49.9%	59.4%
Total 9 Companies, ex. of Commonwealth Edison Co.	29.7	34.7	50.7	62.9
Central Ill. Elec. & Gas Co.	31.4	27.7	46.1	50.7
Central Ill. Light Co.	41.7	42.6	58.7	68.2
Central Ill. Pub. Ser. Co.	29.2	29.5	48.1	55.9
Commonwealth Edison Co.	30.1	38.7	48.8	56.0
Illinois Power Co.	27.9	29.1	45.0	54.3
Iowa-Ill. Gas & Elec. Co.	24.1	30.9	40.0	46.9
Produce Terminal Corp.	82.6	87.6	89.4	91.4
Pub. Ser. Co. of No. Ill.	24.1	33.9	45.8	62.1
Union Elec. Power Co.	59.8	62.3	81.4	86.7

(c) Long Term Trends, 1937-1952.

The following summary pertains to the nine companies' total aggregate sales to large power and light customers from 1937 to 1952, both inclusive.

Large Power and Light Sales

	Revenue (Millions)	Kilowatt-hours (Billions)	Customers	Revenue Per Kilowatt-Hour
1937	$ 47	3,580	6,571	1.31¢
1938	46	3,139	5,820	1.47
1939	49	3,609	5,912	1.36
1940	53	4,057	5,928	1.31
1941	59	4,853	6,092	1.33
1942	67	5,610	6,377	1.24
1943	76	6,840	6,532	1.19
1944	84	7,644	6,869	1.23
1945	83	7,270	7,396	1.14
1946	77	6,278	7,349	1.23
1947	89	7,250	7,598	1.22
1948	100	7,998	7,977	1.25
1949	102	7,894	8,362	1.29
1950	95 1/	8,177 1/	4,481 1/	1.16
1951	104	9,190	4,661	1.13
1952	108	9,523	4,907	1.14

The foregoing summary reveals the fact that both revenue and kilowatt-hour sales have more than doubled since 1937.

6. Small Power and Light Sales, 1952-1951, Table 5, Page 20.

This class includes service rendered to commercial establishments, such as stores, shops, office buildings, restaurants, hotels, clubs, theaters, hospitals, garages,warehouses, etc.

Small power and light sales has continued a steady increase for the past nineteen years. Revenue has increased from 33 million dollars in 1934 to over 100 million dollars in 1952, while kilowatt-

---

1/ Figures revised in 1951 due to a reclassification of customers by Commonwealth Edison Company and Public Service of Northern Illinois.

hour sales has more than quadrupled during the same period. For the year 1952 revenue in this class of service accounted for 29.5% of total sales to ultimate consumers and the physical volume of sales accounted for 18.9% of the ultimate consumer kilowatt-hour sales.

For the year 1952 small power and light sales revenue amounted to $106,839,969, a 5.8% gain over the $100,945,215 reported for 1951. For the same period of comparison kilowatt-hour sales showed a gain of 5.5%, while the average number of customers registered an increase of 1.4%.

The average revenue per kilowatt-hour for the nine companies increased from 2.95¢ in 1951 to 2.97¢ in 1952. The highest average revenue per kilowatt-hour of 3.42¢ for 1952 was recorded by Central Illinois Public Service Company and the lowest, 2.19¢ was reported by Central Illinois Light Company.

7. OTHER CLASSES OF SALES

(a) Comparative Sales, 1952-1951, Tables 3,6,7 and 8.

The textual portion of this study has thus far considered only Residential or domestic Sales, Large Power and Light Sales, Small Power and Light Sales and Total Sales to Ultimate Consumers. However, detailed statistical tabulations are included herein for all other classes of sales, showing in detail all pertinent data, which, in the aggregate, contribute a substantial share of the total sales to ultimate consumers as well as the total aggregate operating revenue of the companies under consideration.

These classes of business together with those revenue accounts comprising other electric operating revenues, such as rent from electric property, forfeited discount and penalties, etc., are not discussed for the purpose of this study. It perhaps is appropriate to state, however, that most of them reported increases in their revenue and kilowatt-hour sales, excepting sales to Railroads and Railways which recorded decreases in both revenue and kilowatt-hour sales in 1952 as compared to the previous year.

TABLE 1.*
ILLINOIS ELECTRIC UTILITIES**
SUMMARY OF ELECTRIC SALES BY CLASS OF SERVICE***

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change
Total Electric Operating Revenue	$415,947,201	$388,309,477	7.1%						
Other Electric Revenues	6,476,779	6,186,347	4.7						
Total Sales of Electric Energy	409,470,422	382,123,130	7.2	25,531,269,823	24,237,932,199	5.3%	2,473,192	2,412,146	2.5%
Interdepartmental Sales	40,978	30,953	32.4	4,934,973	3,574,968	38.0	-	-	-
Sales to Other Electric Utilities	47,542,069	43,123,336	10.2	6,429,775,914	6,154,629,925	4.5	123	122	0.8
Total Sales to Ultimate Consumers	361,887,375	338,968,841	6.8	19,096,558,936	18,079,727,306	5.6	2,473,069	2,412,024	2.6
Residential or Domestic Sales	112,813,836	100,988,458	11.7	3,866,675,336	3,398,996,569	13.8	2,026,783	1,972,487	2.8
Rural Sales	13,805,135	12,821,654	7.7	520,548,991	475,852,464	9.4	121,669	119,532	1.8
Large Power & Light Sales	108,213,784	103,759,773	4.3	9,522,862,509	9,190,012,938	3.6	4,907	4,661	5.3
Small Power & Light Sales	106,839,969	100,945,215	5.8	3,603,123,094	3,416,769,900	5.5	312,417	308,073	1.4
Pub. St. & Highway Lighting Sales	3,323,120	3,171,361	4.8	234,574,486	220,994,994	6.1	1,352	1,314	2.9
Other Sales to Public Authorities	8,108,188	7,504,064	8.1	647,616,721	586,552,213	10.4	5,931	5,948	-0.3
Sales to Railroads and Railways	8,783,343	9,778,316	-10.2	701,157,799	790,548,228	-11.3	10	9	11.1

* See footnotes on supporting tables.
** Nine large utilities. See page 2 for list.
*** Inter-company transactions have not been eliminated.

TABLE 1.* (Concluded)
ILLINOIS ELECTRIC UTILITIES**
SUMMARY OF ELECTRIC SALES BY CLASS OF SERVICE***

	REVENUE PER KWH 1952	% TOTAL OPERATING REVENUE 1952	% OF TOTAL SALES TO ULT. CONS. 1952 REV.	% OF TOTAL SALES TO ULT. CONS. 1952 KWH
Total Electric Operating Revenue		100.00%		
Other Electric Revenues		1.56		
Total Sales of Electric Energy	1.60¢	98.44		
Interdepartmental Sales	0.83	0.01		
Sales to Other Electric Utilities	0.74	11.43		
Total Sales to Ultimate Consumers	1.90	87.00	100.00%	100.00%
Residential or Domestic Sales	2.92	27.12	31.17	20.25
Rural Sales	2.65	3.31	3.81	2.73
Large Power & Light Sales	1.14	26.01	29.90	49.86
Small Power & Light Sales	2.97	25.69	29.53	18.87
Pub. St. & Highway Lighting Sales	1.42	0.80	0.92	1.23
Other Sales to Public Authorities	1.25	1.96	2.24	3.39
Sales to Railroads and Railways	1.25	2.11	2.43	3.67

* See footnotes on supporting tables.
** Nine large utilities. See page 2 for list.
*** Inter-company transactions have not been eliminated.

TABLE 2.
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change
TOTAL 9 COMPANIES 1/	$112,813,836	$100,988,458	11.7%	3,866,675,336	3,398,996,569	13.8%	2,026,783	1,972,487	2.8%
TOTAL 9 COMPANIES ex. of Commonwealth Edison Co. 1/	69,051,432	61,716,352	11.9	2,387,356,007	2,094,116,279	14.0	1,139,998	1,092,521	4.3
Cent. Ill. Elec. & Gas Co.	3,030,521	2,805,789	8.0	108,188,745	98,610,152	9.7	53,499	51,556	3.8
Cent. Ill. Light Co.	4,273,593	4,027,287	6.1	179,374,369	167,139,167	7.3	82,294	80,408	2.3
Cent. Ill. Pub. Ser. Co.	9,676,155	9,137,650	5.9	277,856,972	258,052,500	7.7	166,567	164,618	1.2
Commonwealth Edison Co.	43,762,404	39,272,106 2/	11.4	1,479,319,329	1,304,880,290 2/	13.4	886,785	879,966	0.8
Illinois Power Co.	13,549,677	12,192,471	11.1	463,439,991	410,456,077	12.9	227,350	215,208	5.6
Iowa-Illinois Gas & Elec. Co.	1,479,433	1,352,797	9.4	53,468,897	47,900,141	11.6	30,219	29,139	3.7
Pub. Ser. Co. of No. Ill.	34,843,464	30,168,779 3/	15.5	1,211,493,978	1,026,816,117 3/	18.0	536,220	508,552	5.4
Union Elec. Power Co.	2,198,589	2,031,579	8.2	93,533,055	85,142,125	9.8	43,849	43,040	1.9

1/ Except that Produce Terminal Corporation, one of the nine companies included in this study, reported no residential sales in either year.

2/ The adoption of bi-monthly billing in August 1951 resulted in delaying approximately $1,980,000 in revenue and 68,041,000 kilowatt-hours.

3/ The adoption of bi-monthly billing in August 1951 resulted in delaying approximately $1,570,000 in revenue and 56,679,000 kilowatt-hours.

TABLE 2. (Concluded)
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE PER KWH		KWH PER CUSTOMER		REVENUE PER CUSTOMER		% OF TOTAL SALES TO ULT. CONS. 1952	
	1952	1951	1952	1951	1952	1951	REV.	KWH
TOTAL 9 COMPANIES	2.92¢	2.97¢	1,908	1,723	$55.66	$51.20	31.17%	20.25%
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	2.89	2.95	2,094	1,917	60.57	56.49	33.68	22.05
Cent. Ill. Elec. & Gas Co.	2.80	2.85	2,022	1,913	56.65	54.42	32.50	25.58
Cent. Ill. Light Co.	2.38	2.41	2,180	2,079	51.93	50.09	29.53	20.00
Cent. Ill. Pub. Ser. Co.	3.48	3.54	1,668	1,568	58.09	55.51	33.80	23.58
Commonwealth Edison Co.	2.96	3.01	1,668	1,483	49.35	44.63	27.88	17.89
Illinois Power Co.	2.92	2.97	2,038	1,907	59.60	56.65	34.06	24.46
Iowa-Illinois Gas & Elec. Co.	2.77	2.82	1,769	1,644	48.96	46.43	27.91	20.45
Pub. Ser. Co. of No. Ill.	2.88	2.94	2,259	2,019	64.98	59.32	37.11	24.06
Union Elec. Power Co.	2.35	2.39	2,133	1,978	50.14	47.20	19.08	9.45

TABLE 3.
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE			KILOWATT-HOURS			NUMBER OF CUSTOMERS		
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change
TOTAL 9 COMPANIES 1/	$13,805,135	$12,821,654	7.7%	520,548,991	475,852,464	9.4%	121,669	119,532	1.8%
Cent. Ill. Elec. & Gas Co.	731,409	685,831	6.6	24,559,357	22,442,075	9.4	5,686	5,613	1.3
Cent. Ill. Light Co.	803,791	729,183	10.2	38,705,441	36,842,896	5.1	7,399	7,341	0.8
Cent. Ill. Pub. Ser. Co.	1,674,635	1,569,092	6.7	52,077,805	47,714,171	9.1	16,639	16,284	2.2
Illinois Power Co.	3,575,269	3,294,308	8.5	114,122,412	102,598,638	11.2	32,540	31,560	3.1
Iowa-Illinois Gas & Elec. Co.	436,909	406,952	7.4	16,105,157	14,576,849	10.5	6,168	6,078	1.5
Pub. Ser. Co. of No. Ill.	6,022,561	5,633,747	6.9	253,336,336	232,775,115	8.8	46,523	46,365	0.3
Union Elec. Power Co.	560,561	502,541	11.5	21,642,483	18,902,720	14.5	6,714	6,291	6.7

1/ Except that Commonwealth Edison Company and Produce Terminal Corporation, two of the nine companies included in this study, reported no Rural Sales in either year.

TABLE 3. (Concluded)
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE PER KWH		KWH PER CUSTOMER		REVENUE PER CUSTOMER	
	1952	1951	1952	1951	1952	1951
TOTAL 9 COMPANIES	2.65¢	2.69¢	4,278	3,981	$113.46	$107.27
Cent. Ill. Elec. & Gas Co.	2.98	3.06	4,319	3,998	128.63	122.19
Cent. Ill. Light Co.	2.08	1.98	5,231	5,019	108.64	99.33
Cent. Ill. Pub. Ser. Co.	3.21	3.29	3,130	2,930	100.65	96.36
Illinois Power Co.	3.13	3.21	3,507	3,251	109.87	104.38
Iowa-Illinois Gas & Elec. Co.	2.71	2.79	2,611	2,398	70.83	66.95
Pub. Ser. Co. of No. Ill.	2.38	2.42	5,445	5,020	129.45	121.51
Union Elec. Power Co.	2.59	2.66	3,223	3,005	83.49	79.88

TABLE 4.
ILLINOIS ELECTRIC UTILITIES
LARGE POWER & LIGHT

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% OF TOTAL SALES TO ULT.CONS. 1952	
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change	1952	1951	REV.	KWH
TOTAL 9 COMPANIES	$108,213,784	$103,759,773	4.3%	9,522,862,509	9,190,012,938	3.6%	4,907	4,661	5.3%	1.14¢	1.13¢	29.90%	49.86%
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	60,969,587	56,917,490	7.1	5,487,320,289	5,201,691,946	5.5	2,575	2,312	11.4	1.11	1.09	29.74	50.68
Cent. Ill. Elec. & Gas Co.	2,931,578	2,693,395	8.8	194,889,736	177,498,150	9.8	189	183	3.3	1.50	1.52	31.44	46.08
Cent. Ill. Light Co.	6,035,606	5,778,900	4.4	526,436,480	495,330,262	6.3	328	313	4.8	1.15	1.17	41.70	58.72
Cent. Ill. Pub. Ser. Co.	8,355,446	8,388,125	-0.4	566,618,613	589,925,708	-4.0	872	794	9.8	1.47	1.42	29.19	48.09
Commonwealth Edison Co.	47,244,197	46,842,283	0.9	4,035,542,220	3,988,320,992	1.2	2,332	2,349	-0.7	1.17	1.17	30.12	48.81
Illinois Power Co.	11,105,944	10,454,047	6.2	852,111,212	808,449,054	5.4	428	415	3.1	1.30	1.29	27.92	44.97
Iowa-Ill. Gas & Elec. Co.	1,278,551	1,354,162	-5.6	104,647,891	117,777,307	-11.2	36	36	0.0	1.22	1.15	24.12	40.02
Produce Terminal Corp.	1,721,795	1,632,026	5.5	131,763,364	116,751,216	12.9	100	101	-1.0	1.31	1.40	82.62	89.38
Pub. Ser. Co. of No. Ill.	22,647,290	19,833,829	14.2	2,304,716,405	2,096,503,888	9.9	504	355	42.0	0.98	0.95	24.11	45.76
Union Elec. Power Co.	6,893,377	6,783,006	1.6	806,136,588	799,456,361	0.8	118	115	2.6	0.86	0.85	59.84	81.41

TABLE 5.
ILLINOIS ELECTRIC UTILITIES
SMALL POWER & LIGHT

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change	1952	1951
TOTAL 9 COMPANIES	$106,839,969	$100,945,215	5.8%	3,603,123,094	3,416,769,900	5.5%	312,417	308,073	1.4%	2.97¢	2.95¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	52,227,230	50,033,470	4.4	1,786,713,493	1,743,389,794	2.5	164,037	160,433	2.2	2.92	2.87
Cent. Ill. Elec. & Gas Co.	2,322,126	2,158,865	7.6	77,441,846	70,733,871	9.5	7,262	7,145	1.6	3.00	3.05
Cent. Ill. Light Co.	3,090,544	2,987,831	3.4	140,851,416	133,540,613	5.5	11,151	11,054	0.9	2.19	2.24
Cent. Ill. Pub. Ser. Co.	8,273,904	8,078,354	2.4	241,662,613	237,134,257	1.9	34,267	34,347	-0.2	3.42	3.41
Commonwealth Edison Co.	54,612,739	50,911,745	7.3	1,816,409,601	1,673,380,106	8.5	148,380	147,640	0.5	3.01	3.04
Illinois Power Co.	10,551,345	9,485,240	11.2	386,738,346	339,684,815	13.9	40,216	38,488	4.5	2.73	2.79
Iowa-Illinois Gas & Elec. Co.	1,730,836	1,621,771	6.7	65,837,574	60,724,259	8.4	5,929	5,856	1.2	2.63	2.67
Produce Terminal Corp. 1/	320,439	250,028	28.2	12,501,784	9,122,915	37.0	144	128	12.5	2.56	2.74
Pub. Ser. Co. of No. Ill.	24,202,613	23,816,112	1.6	799,049,142	833,916,677	-4.2	59,472	57,877	2.8	3.03	2.86
Union Elec. Power Co.	1,735,423	1,635,269	6.1	62,630,772	58,532,387	7.0	5,596	5,538	1.0	2.77	2.79

1/ Account 608, Other Sales, amounting to $1,929 revenue and 51,000 kilowatt-hours for two customers in 1952, and $1,924 revenue and 51,000 kilowatt-hours for two customers in 1951, has been included in Small Power and Light Sales for the purpose of this study.

TABLE 6.
ILLINOIS ELECTRIC UTILITIES
PUBLIC STREET & HIGHWAY LIGHTING

	REVENUE			KILOWATT-HOURS			NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change	1952	1951
TOTAL 9 COMPANIES 1/	$3,323,120	$3,171,361	4.8%	234,574,486	220,994,994	6.1%	1,352	1,314	2.9%	1.42¢	1.44¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co. 1/	1,894,613	1,788,862	5.9	90,702,149	85,127,605	6.5	1,350	1,312	2.9	2.09	2.10
Cent. Ill. Elec. & Gas Co.	113,085	110,128	2.7	4,732,757	4,599,922	2.9	49	49	0.0	2.39	2.39
Cent. Ill. Light Co.	234,418	226,753	3.4	9,235,193	8,949,158	3.2	38	38	0.0	2.54	2.53
Cent. Ill. Pub. Ser. Co.	316,686	307,409	3.0	14,247,967	13,459,163	5.9	386	382	1.0	2.22	2.28
Commonwealth Edison Co.	1,428,507	1,382,499	3.3	143,872,337	135,867,389	5.9	2	2	0.0	0.99	1.02
Illinois Power Co.	235,066	194,858	20.6	7,241,171	5,556,708	30.3	316	305	3.6	3.25	3.51
Iowa-Ill. Gas & Elec. Co.	89,383	88,706	0.8	2,448,077	2,651,648	-7.7	10	10	0.0	3.65	3.35
Pub. Ser. Co. of No. Ill.	795,690	753,265	5.6	48,723,191	45,858,035	6.2	498	475	4.8	1.63	1.64
Union Elec. Power Co.	110,285	107,743	2.4	4,073,793	4,052,971	0.5	53	53	0.0	2.71	2.66

1/ Except that Produce Terminal Corporation, one of the nine companies included in this study, reported no Public Street and Highway Lighting Sales in either year.

TABLE 7.
ILLINOIS ELECTRIC UTILITIES
OTHER SALES TO PUBLIC AUTHORITIES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change	1952	1951
TOTAL 9 COMPANIES	$8,108,188	$7,504,064	8.1%	647,616,721	586,552,213	10.4%	5,931	5,948	-0.3%	1.25¢	1.28¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	5,065,078	4,513,985	12.2	422,767,582	367,860,357	14.9	4,541	4,569	-0.6	1.20	1.23
Cent. Ill. Elec. & Gas Co.	195,296	199,237	-2.0	13,101,457	13,548,567	-3.3	131	129	1.6	1.49	1.47
Cent. Ill. Light Co.	34,977	34,396	1.7	1,863,152	1,748,551	6.6	7	13	-46.2	1.88	1.97
Cent. Ill. Pub. Ser. Co.	330,227	315,928	4.5	25,873,653	24,715,438	4.7	177	168	5.4	1.28	1.28
Commonwealth Edison Co.	3,043,110	2,990,079	1.8	224,849,139	218,691,856	2.8	1,390	1,379	0.8	1.35	1.37
Illinois Power Co.	384,488	340,461	12.9	39,677,168	34,676,306	14.4	162	157	3.2	0.97	0.98
Iowa-Ill. Gas & Elec. Co.	286,201	268,426	6.6	18,964,369	17,463,129	8.6	6	6	0.0	1.51	1.54
Produce Terminal Corp.	41,826	41,095	1.8	3,148,943	3,292,035	-4.3	4	4	0.0	1.33	1.25
Pub. Ser. Co. of No. Ill.	3,769,716	3,289,776	14.6	317,885,313	270,088,899	17.7	4,046	4,084	-0.9	1.19	1.22
Union Elec. Power Co.	22,347	24,666	-9.4	2,253,527	2,327,432	-3.2	8	8	0.0	0.99	1.06

TABLE 8.
ILLINOIS ELECTRIC UTILITIES
SALES TO RAILROADS & RAILWAYS

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change	1952	1951
TOTAL 9 COMPANIES 1/	$8,783,343	$9,778,316	-10.2%	701,157,799	790,548,228	-11.3%	10	9	11.1%	1.25¢	1.24¢
TOTAL 9 COMPANIES, ex of Commonwealth Edison Co. 1/	2,000,093	2,038,342	-1.9	132,453,859	132,363,675	0.1	7	6	16.7	1.51	1.54
Commonwealth Edison Co.	6,783,250	7,739,974	-12.4	568,703,940	658,184,553	-13.6	3	3	0.0	1.19	1.18
Illinois Power Co.	376,623	409,139	-7.9	31,565,530	34,272,574	-7.9	3	2	50.0	1.19	1.19
Pub. Ser. Co. of No. Ill.	1,623,470	1,629,203	-0.4	100,888,329	98,091,101	2.9	4	4	0.0	1.61	1.66

1/ Except that Central Illinois Electric and Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Iowa-Illinois Gas and Electric Company, Produce Terminal Corporation and Union Electric Power Company, six of the nine companies included in this study, reported no Sales to Railroads and Railways in either year.

TABLE 9.
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS

	REVENUE			KILOWATT-HOURS			NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change	1952	1951
TOTAL 9 COMPANIES	$361,887,375	$338,968,841	6.8%	19,096,558,936	18,079,727,306	5.6%	2,473,069	2,412,024	2.6%	1.90¢	1.87¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	205,013,168	189,830,155	8.0	10,827,862,370	10,100,402,120	7.2	1,434,177	1,380,685	3.9	1.89	1.88
Cent. Ill. Elec. & Gas Co.	9,324,015	8,653,245	7.8	422,913,898	387,432,737	9.2	66,816	64,675	3.3	2.20	2.23
Cent. Ill. Light Co.	14,472,929	13,784,350	5.0	896,466,051	843,550,847	6.3	101,217	99,167	2.1	1.61	1.63
Cent. Ill. Pub. Ser. Co.	28,627,053	27,796,558	3.0	1,178,337,623	1,171,001,237	0.6	218,908	216,593	1.1	2.43	2.37
Commonwealth Edison Co.	156,874,207	149,138,686 1/	5.2	8,268,696,566	7,979,325,186 1/	3.6	1,038,892	1,031,339	0.7	1.90	1.87
Illinois Power Co.	39,778,412	36,370,524	9.4	1,894,895,830	1,735,694,172	9.2	301,015	286,135	5.2	2.10	2.10
Iowa-Illinois Gas & Elec. Co.	5,301,313	5,092,814	4.1	261,471,965	261,093,333	0.1	42,368	41,125	3.0	2.03	1.95
Produce Terminal Corp.	2,084,060	1,923,149	8.4	147,414,091	129,166,166	14.1	248	233	6.4	1.41	1.49
Pub. Ser. Co. of No. Ill.	93,904,804	85,124,711 2/	10.3	5,036,092,694	4,604,049,832 2/	9.4	647,267	617,712	4.8	1.86	1.85
Union Elec. Power Co.	11,520,582	11,084,804	3.9	990,270,218	968,413,996	2.3	56,338	55,045	2.3	1.16	1.14

1/ The adoption of bi-monthly billing in August 1951, resulted in delaying approximately $2,700,000 in revenue and 88,132,000 kilowatt-hours.
2/ The adoption of bi-monthly billing in August 1951, resulted in delaying approximately $1,800,000 in revenue and 62,612,000 kilowatt-hours.

TABLE 10.
ILLINOIS ELECTRIC UTILITIES
SALES TO OTHER ELECTRIC UTILITIES

	REVENUE			KILOWATT-HOURS			NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change	1952	1951
TOTAL 9 COMPANIES 1/	$47,542,069	$43,123,336	10.2%	6,429,775,914	6,154,629,925	4.5%	123	122	0.8%	0.74¢	0.70¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co. 1/	32,164,209	27,057,358	18.9	4,507,770,679	3,560,237,799	26.6	118	117	0.8	0.71	0.76
Cent. Ill. Elec. & Gas Co.	1,430	365	291.8	130,000	33,200	291.6	-	-	-	1.10	1.10
Cent. Ill. Light Co.	485,540	348,386	39.4	54,479,980	39,662,479	37.4	6	5	20.0	0.89	0.88
Cent. Ill. Pub. Ser. Co.	3,300,242	2,642,180	24.9	386,776,026	299,213,116	29.3	74	71	4.2	0.85	0.88
Commonwealth Edison Co.	15,377,860	16,065,978	-4.3	1,922,005,235	2,594,392,126	-25.9	5	5	0.0	0.80	0.62
Illinois Power Co.	1,909,290	2,018,209	-5.4	211,700,428	220,975,204	-4.2	26	29	-10.4	0.90	0.91
Iowa-Ill. Gas & Elec. Co.	222,249	199,689	11.3	22,621,000	21,160,000	6.9	1	1	0.0	0.98	0.94
Pub. Ser. Co. of No. Ill.	1,595,251	1,447,518	10.2	167,541,446	144,776,900	15.7	8	8	0.0	0.95	1.00
Union Elec. Power Co.	24,650,207	20,401,011	20.8	3,664,521,799	2,834,416,900	29.3	3	3	0.0	0.67	0.72

1/ Except that Produce Terminal Corporation reported no Sales to Other Electric Utilities in either year.

TABLE 11.
ILLINOIS ELECTRIC UTILITIES
INTERDEPARTMENTAL SALES

	REVENUE			KILOWATT-HOURS			REVENUE PER KWH	
	1952	1951	% Change	1952	1951	% Change	1952	1951
TOTAL 9 COMPANIES 1/	$40,978	$30,953	32.4%	4,934,973	3,574,968	38.0%	0.83¢	0.87¢
Cent. Ill. Light Co.	7,096	5,526	28.4	313,203	243,390	28.7	2.27	2.27
Illinois Power Co.	3,468	7,037	-50.7	566,570	879,578	-35.6	0.61	0.80
Produce Terminal Corp.	30,414	18,390	65.4	4,055,200	2,452,000	65.4	0.75	0.75

1/ Except that Central Illinois Electric and Gas Company, Central Illinois Public Service Company, Commonwealth Edison Company, Iowa-Illinois Gas and Electric Company, Public Service Company of Northern Illinois, Union Electric Power Company six of the nine companies reported no Interdepartmental Sales in either year.

TABLE 12.
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES OF ELECTRIC ENERGY

	REVENUE			KILOWATT-HOURS			NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change	1952	1951
OTAL 9 COMPANIES	$409,470,422	$382,123,130	7.2%	25,531,269,823	24,237,932,199	5.3%	2,473,192	2,412,146	2.5%	1.60¢	1.58¢
OTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	237,218,355	216,918,466	9.4	15,340,568,022	13,664,214,887	12.3	1,434,295	1,380,802	3.9	1.55	1.59
ent. Ill. Elec. & Gas Co.	9,325,445	8,653,610	7.8	423,043,898	387,465,937	9.2	66,816	64,675	3.3	2.20	2.23
ent. Ill. Light Co.	14,965,565	14,138,262	5.9	951,259,234	883,456,516	7.7	101,223	99,172	2.1	1.57	1.60
ent. Ill. Pub. Ser. Co.	31,927,295	30,438,738	4.9	1,565,113,649	1,470,214,353	6.5	218,982	216,664	1.1	2.04	2.07
ommonwealth Edison Co.	172,252,067	165,204,664 1/	4.3	10,190,701,801	10,573,717,312 1/	-3.6	1,038,897	1,031,344	0.7	1.69	1.56
llinois Power Co.	41,691,170	38,395,770	8.6	2,107,162,828	1,957,548,954	7.6	301,041	286,164	5.2	1.98	1.96
owa-Ill. Gas & Elec. Co.	5,523,562	5,292,503	4.4	284,092,965	282,253,333	0.7	42,369	41,126	3.0	1.94	1.88
roduce Terminal Corp.	2,114,474	1,941,539	8.9	151,469,291	131,618,166	15.1	248	233	6.4	1.40	1.48
ub. Ser. Co. of No. Ill.	95,500,055	86,572,229 1/	10.3	5,203,634,140	4,748,826,732 1/	9.6	647,275	617,720	4.8	1.84	1.82
nion Elec. Power Co.	36,170,789	31,485,815	14.9	4,654,792,017	3,802,830,896	22.4	56,341	55,048	2.3	0.78	0.83

1/ See footnotes 1/ and 2/, table 9 page 24.

TABLE 13.
ILLINOIS ELECTRIC UTILITIES
OTHER ELECTRIC OPERATING REVENUE

	REVENUE		
	1952	1951	% Change
TOTAL 9 COMPANIES	$6,476,779	$6,186,347	4.7%
TOTAL 9 COMPANIES ex. of Commonwealth Edison Co.	2,325,201	2,156,659	7.8
Cent. Ill. Elec. & Gas Co.	64,761	60,760	6.6
Cent. Ill. Light Co.	125,924	138,919	-9.4
Central Ill Public Service Co.	118,098	118,417	-0.3
Commonwealth Edison Co.	4,151,578	4,029,688	3.0
Illinois Power Co.	358,859	356,185	0.8
Iowa-Illinois Gas & Elec. Co.	149,966	202,727	-26.0
Produce Terminal Corporation	1,506	1,722	-12.6
Pub. Ser. Co. of No. Ill.	1,207,654	1,141,395	5.8
Union Elec. Power Co.	298,433	136,534	118.6

TABLE 14.
ILLINOIS ELECTRIC UTILITIES
TOTAL ELECTRIC OPERATING REVENUE

	REVENUE		
	1952	1951	% Change
TOTAL 9 COMPANIES	$415,947,201	$388,309,477	7.1%
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	239,543,556	219,075,125	9.3
Cent. Ill. Elec. & Gas Co.	9,390,206	8,714,370	7.8
Cent. Ill. Light Co.	15,091,489	14,277,181	5.7
Central Ill. Public Ser. Co.	32,045,393	30,557,155	4.9
Commonwealth Edison Co.	176,403,645	169,234,352	4.2
Illinois Power Co.	42,050,029	38,751,955	8.5
Iowa-Ill. Gas & Elec. Co.	5,673,528	5,495,230	3.2
Produce Terminal Co.	2,115,980	1,943,261	8.9
Public Ser. Co. of No. Ill.	96,707,709	87,713,624	10.3
Union Elec. Power Co.	36,469,222	31,622,349	15.3

TABLE 15.
TRENDS IN ELECTRIC SALES
BY
NINE LARGE ELECTRIC UTILITIES
1932-1952

Year	REVENUE (Millions)			KILOWATT-HOURS (Millions)			CUSTOMERS (Thousands)			AVERAGE REVENUE PER KWH		
	Residential Sales *	Other Sales	Total Sales to Ult. Cons.	Residential Sales *	Other Sales	Total Sales to Ult. Cons.	Residential Sales *	Other Sales	Total Sales to Ult. Cons.	Residential Sales *	Other Sales	Total Sales to Ult. Cons.
1932	48 1/	85	133 1/	901	4,211	5,112	1,435	308	1,743	5.18¢	2.03¢	2.61¢
1933	46 1/	82	128 1/	878	4,151	5,029	1,422	287	1,709	5.24	1.97	2.54
1934	48 1/	85	133 1/	937	4,474	5,411	1,464	281	1,745	5.08	1.90	2.45
1935	49 1/	89	138 1/	1,011	4,760	5,771	1,493	279	1,772	4.89	1.87	2.40
1936	51 1/	97	148 1/	1,087	5,442	6,528	1,524	287	1,811	4.70	1.78	2.27
1937	53	104	157	1,218	5,933	7,151	1,558	288	1,846	4.32	1.76	2.20
1938	55	102	157	1,310	5,393	6,703	1,581	298	1,879	4.19	1.89	2.34
1939	57	108	165	1,392	6,018	7,410	1,608	305	1,913	4.06	1.80	2.22
1940	59	116	175	1,500	6,629	8,129	1,638	315	1,953	3.96	1.75	2.16
1941	62	127	189	1,604	7,592	9,196	1,673	325	1,998	3.90	1.66	2.06
1942	64	134	198	1,672	8,476	10,148	1,705	326	2,031	3.86	1.58	1.95
1943	66	143	209	1,737	9,775	11,512	1,718	315	2,033	3.80	1.46	1.81
1944	68	151	219	1,806	10,613	12,419	1,727	318	2,045	3.76	1.43	1.76
1945	72	154	226	1,949	10,344	12,293	1,765	334	2,099	3.69	1.49	1.84
1946	74	157	231	2,162	9,736	11,898	1,797	354	2,151	3.42	1.61	1.94
1947	76	178	254	2,341	11,127	13,468	1,782	397	2,179	3.25	1.60	1,89
1948	82	198	280	2,594	12,110	14,704	1,823	411	2,234	3.17	1.63	1.90
1949	89	208	295	2,854	12,187	15,041	1,875	423	2,298	3.11	1.71	1.96
1950	96	224	320	3,148	13,462	16,610	1,925	433	2,358	3.04	1.67	1.92
1951	101	238	339	3,399	14,681	18,080	1,972	440	2,412	2.97	1.62	1.87
1952	113	249	362	3,867	15,230	19,097	2,026	446	2,473	2.92	1.64	1.90

* Exclusive of the Produce Terminal Corporation, which reports no residential sales.
1/ Includes forfeited discounts.

William G. Stratton, Governor

ILLINOIS GAS UTILITIES
A Comparative Study of 1952 Sales

Research Bulletin No. 50

George R. Perrine, Chairman
Cyrus J. Colter
Jesse L. Simpson
June G. Van Keuren
William Vicars, Commissioners
Thomas A. Graham, Secretary

ACCOUNTS AND FINANCE SECTION
Division of Reports

ILLINOIS COMMERCE COMMISSION

7 (A-18015)

Research Bulletin No. 50

ILLINOIS GAS UTILITIES

A Comparative Study of 1952 Sales

As Reported by the Ten Largest Illinois Gas Utilities which Account for Approximately 98% of All Gas Sold to Ultimate Consumers in Illinois Under the Jurisdiction of the Illinois Commerce Commission

ILLINOIS COMMERCE COMMISSION
Division of Reports
Accounts and Finance Section

TABLE OF CONTENTS

LIST OF TABLES

ILLINOIS COMMERCE COMMISSION
Accounts and Finance Section
Springfield, Illinois

Hon. George R. Perrine, Chairman
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

I am transmitting to you herewith Research Bulletin No. 50 entitled "Illinois Gas Utilities, A Comparative Study of 1952 Sales" prepared by the Accounts and Finance Section-Division of Reports under the supervision of Mr. E. L. Peck.

Yours very truly,

Fred. Kleinman

FRED KLEINMAN, Chief
Accounts and Finance

ILLINOIS COMMERCE COMMISSION
Division of Reports
Accounts and Finance Section
Springfield, Illinois

Mr. Fred Kleinman, Chief
Accounts and Finance Section
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

This study, Research Bulletin No. 50 entitled "Illinois Gas Utilities, A Comparative Study of 1952 Sales" is herewith transmitted by the Division of Reports, Accounts and Finance Section. This bulletin provides a timely analysis of gas sales for the year 1952 as compared to 1951.

The textual portion of the study reviews briefly the principal points of interest derived from the tabulations made during the comparison. There has been no attempt to determine the reasonableness or unreasonableness of the material given, but in a few instances there have been statements given to clarify questionable data.

The statistical tables form the basic part of this study and constitute a permanent reference in regard to comparative sales by the companies during the past two years.

Yours very truly

E. L. Peck

E. L. PECK, Chief
Division of Reports

INTRODUCTORY CONSIDERATIONS

1. Scope of Study

This analysis presents a comparison of 1952 gas sales with those for the year 1951, with respect to the ten largest public utilities furnishing gas service in the State of Illinois. This study confines itself solely to those ten companies, whose total gas sales accounts for approximately 98% of the total sales in this State. The companies included are:

Central Illinois Electric and Gas Company
Central Illinois Light Company
Central Illinois Public Service Company
Illinois Power Company
Iowa-Illinois Gas and Electric Company
North Shore Gas Company
Public Service Compamy of Northern Illinois
The Peoples Gas Light and Coke Company
Union Electric Power Company
Union Gas & Electric Company

Included in this study are basic statistical tables Nos. 1 to 12 providing detailed data necessary for a comparative study of gas sales. Tables Nos. 2 to 10 inclusive, show data for both 1952 and 1951 together with computations showing percentage changes in 1952 over 1951, average revenue per therm, therms per customer and average revenue per customer in each of several classifications. In addition, there is also tabulated a summary of the aggregate totals for all companies, both inclusive and exclusive of The Peoples Gas Light and Coke Company.

2. Sources of Information

The basic source of sales data shown in the various tables is supplied by each of the ten companies heretofore mentioned and is taken from their reports for the twelve months ending December 31, 1952, (Form C, 1943 Revision). These reports are preliminary and are filed subject to audit before the final annual reports are received. Past experience indicates that only minor changes may be expected with respect to sales data reported in monthly statements and the preliminary annual report for the year referred to above.

3. Accounting Considerations

All of the companies considered by this study follow the Uniform System of Accounts as prescribed in the Commission's General Order 143. This system of accounts includes an item

designated as Account 607-Interdepartmental Sales. For the purpose of this study, as in prior Research Bulletins, these interdepartmental sales have not been considered as sales to ultimate consumers. Also provided by the Uniform System of Accounts is Account 608-Other Sales, which does not affect this study for the reason that none of the ten companies reported such sales.

4. Other Considerations

The segregation of Residential Sales exclusive of Space-heating (Table 2) and Residential Space-heating sales (Table 3) must be interpreted in the light of the fact that Residential Space-heating sales includes all sales made through one meter a combination rate for all domestic purposes including Space-heating and are accounted for entirely as space-heating sales, whereas Residential Sales, exclusive of Space-heating, includes only those sales of gas to residential customers that are not classified as Residential Space-heating customers.

It should be noted that a comparison between companies should be viewed in the light of the fact that operating conditions, operating practices, rate structures and the application of statistical methods and summaries may differ in various companies.

It should also be noted that two companies, Public Service Company of Northern Illinois and The Peoples Gas Light and Coke Company adopted bi-monthly billing during the year 1951, which resulted in delaying over $3,000,000 in revenue and an undetermined number of therms of gas unbilled.

This study continues the policy of only setting forth the facts as determined by the statistical tables and no attempt has been made to criticize the data reported.

GAS SALES BY CLASS OF SERVICE

1. Comparative Consolidated Summary, Table 1, pages 10 and 11.

This table summarizes the total revenue, therm sales and the average number of customers for each class of service, together with the relative ratios and percentage of change in 1952 sales as compared with those of 1951. Discussion of this

information is confined to that for the more important classes of service that follow.

2. Total Operating Revenue, Table 12, page 25.

The total operating revenue of the ten companies rose from $123,506,642 in 1951 to $145,200,559 in 1952, an increase of 17.6%. Exclusive of The Peoples Gas Light and Coke Company's operations the total operating revenue increased from $65,637,621 in 1951 to $80,451,012 in 1952 a gain of 22.6%. This would indicate that the rate of increase for the principal metropolitan area in Illinois was considerably less than for the rest of the State. Nine of the ten companies reported increases ranging from a low of 3.8% for Union Gas & Electric Company to a high of 30.2% for Public Service Company of Northern Illinois, while the Union Electric Power Company recorded a decrease of 1.8%.

3. Other Gas Operating Revenue, Table 11, page 24.

This classification ordinarily consists chiefly of customers forfeited discounts and rents, but for the year 1951 it also includes $1,845,708 of unbilled gas sales revenue reported by The Peoples Gas Light and Coke Company.

4. Total Gas Sales, Table 10, page 23.

Sales in this table include sales to ultimate consumers and interdepartmental sales. The behavior of this account is, substantially the same as total sales to ultimate consumers account, because the interdepartmental sales account for only 0.24% of total gas operating revenue.

Revenue from total gas sales for the ten companies amounted to $143,078,859 in 1952, an increase of 19.5% over the $119,691,340 reported for the year 1951. Therm sales rose 31.8% while the average number of customers increased 2.9%.

5. Interdepartmental Sales, Table 9, page 22.

The only three companies reporting such sales for the year 1952, were Central Illinois Light Company, Illinois Power Company and Iowa-Illinois Gas and Electric Company, two of the three reported increases in this classification in revenue, while only one company reported an increase in therm sales.

6. Total Sales to Ultimate Consumers, Table 8, page 21.

The adoption of bi-monthly billing by two companies during the year 1951 resulted in delaying approximately $3,000,000

in gross revenue, therefore the revenue and therm sales for 1951 are not strictly comparable to the 1952 sales.

During the period under review, revenue from the sales of gas to ultimate consumers totalled $142,732,885 in 1952, a 19.5% gain over the $119,481,282 reported for the year 1951. All but one of the companies reported increases in revenue ranging from a low of 4.2% for the Union Gas & Electric Company to a high of 30.5% for the Public Service Company of Northern Illinois.

Exclusive of The Peoples Gas Light and Coke Company, the aggregate revenue in 1952 amounted to $78,697,229 with total therm sales of 1,299,327,209. The average number of customers increased from 768,050 to 811,195. These results represent an increase of 22.7%, 36.0% and 5.6% in revenue, therm sales and average number of customers, respectively, as compared to similar data for 1951.

Total sales to ultimate consumers represent the most accurate index of gas sales that can be reasonably obtained and for the purpose of this report has been used as the common denominator for measuring the relative importance of consumer sales. The percentage of change recorded in gas sales to ultimate consumers during the period under review has been affected by increased use of gas in the industrial field. Residential space-heating sales also accounted for a large part of this increase. It is noted that the total industrial sales account for 53 percent of the total therms sold to ultimate consumers while the revenue accounts for only 26 percent.

Average revenue per therm decreased from 6.63¢ in 1951 to 6.01¢ in 1952. Exclusive of The Peoples Gas Light and Coke Company's sales data, the average revenue per therm decreased from 6.72¢ in 1951 to 6.06¢ in 1952. Six of the ten companies recorded decreases in revenue per therm ranging from 4.83¢ to 0.01¢, while the other four companies showed increases ranging from 0.08¢ to 0.35¢ per therm.

7. <u>Residential Sales, Exclusive of Space-heating, Table 2, pages 12 and 13.</u>

The sales of gas to residential customers for all domestic purposes other than Space-heating is included in this class of service. (See Table 3, pages 14 and 15).

Residential Sales, exclusive of Space-heating in 1952, accounted for 31.0% of the revenue from total sales to ultimate consumers for the ten companies included in this study, while the therm sales in this classification accounted for only 14.5% of the total therms sold to ultimate consumers. This class of service includes 76.5% of the total gas customers in the State. These percentages indicate that residential sales is one of the principal sources of revenue, although consuming about one-seventh of the gas sold to ultimate consumers.

Revenue from Residential Sales, exclusive of Space-heating sales, rose from $43,486,034 in 1951 to $44,242,620 in 1952, an increase of 1.7%. During the same period of comparison therm sales recorded an increase of 4.2%, while the average number of customers showed a decrease of 3.3%. Seven of the ten companies recorded decreases in revenue and average number of customers, while seven companies registered increases in therm sales. The decrease in revenue and average number of customers is due to the reclassification of customers from Residential Sales exclusive of Space-heating to Residential Sapce-heating where one meter is used for both services.

Exclusive of The Peoples Gas Light and Coke Company's sales data the remaining companies aggregate revenue showed a decrease of 2.2%, while the therm sales recorded an increase of 0.3% with number of customers decreasing 4.0%.

Average revenue per therm dropped from 13.18¢ in 1951 to 12.87¢ in 1952, a decrease of 0.31¢. For the ten companies revenue per therm ranged from a low of 11.43¢ for Central Illinois Light Company to a high of 21.70¢ for Union Gas & Electric Company.

Average use per customer rose from 237 in 1951 to 256 therms in 1952. Of the individual companies, Union Gas and Electric Company recorded a low usage of 172 therms per customer as compared to a high usage of 313 therms for the North Shore Gas Company. Seven of the ten companies registered gains in usage per customer ranging from a low of two therms to a high of nineteen therms per customer. Two companies usage remained the same, while one company showed a decrease in therms per customer.

Average revenue per customer showed an increase of 5.2% or from $31.29 in 1951 to $32.92 in 1952. Revenue per customer for the ten companies during 1952 ranged from a low of $29.69 for the Central Illinois Light Company to $45.92 for the North Shore Gas Company.

8. Residential Space-heating Sales, Table 3, pages 14 and 15.

It should be noted that the indicated percent increase in number of customers served, is due to the increased supply of natural gas.

Although only seventeen percent of residential customers used gas for space-heating, this class of service accounted for 31.9% of total revenue from sales to ultimate consumers; it also accounted for 23.4% of total ultimate consumer therm sales.

Total revenue from Residential Space-heating sales amounted to $45,532,168 in 1952 an increase of 34.4% from the $33,888,455 reported in 1951. Therm sales increased from 426,091,836 in 1951 to 558,818,861 in 1952, an increase of 31.1% while the average number of customers showed an increase of 42.6%.

In 1952, 308,884 Residential Space-heating customers paid an average of 8.15¢ per therm for service as compared with an average of 7.95¢ per therm in 1951. Average usage per customer decreased from 1,968 therms in 1951 to 1,809 in 1952 the average annual bill decreased from $156.51 in 1951 to $147.41 in 1952 an average decrease of $9.10 per customer.

9. Commercial Sales, Table 4, pages 16 and 17.

This class of service in the aggregate accounted for approximately 10.9% of the revenue and 9.1% of the therms sold out of total revenue and sales to ultimate consumers during 1952.

Included in this classification are sales for space-heating, off-peak water heating and a wide variety of other so-called commercial uses. During the period under comparison the revenue and therm sales showed an increase of 7.3% and 6.5%, respectively, while the average number of customers increased 3.6%. A total of 92,282 customers in 1952 paid an average of 7.20¢ per therm for an average consumption of 2,338 therms with an average annual bill of $168.27. For the ten companies, exclu-

sive of The Peoples Gas Light and Coke Company, the average revenue was 8.34¢ per therm, with an average annual consumption per customer of 1,887 therms and an annual average revenue of $157.40 from 50,147 customers.

10. Industrial Non-interruptible Sales, Table 5, page 18.

Gas sold to customers in this classification includes firm gas sold for manufacturing and other industrial purposes.

Industrial Non-interruptible sales revenue increased from $16,572,388 in 1951 to $17,751,062 in 1952, a gain of 7.1%, while therm sales rose from 359,401,037 to 382,245,839 a rise of 6.4%. The average number of customers recorded a decrease of 2.4% for the same period of comparison. Excluding The Peoples Gas Light and Coke Company's operations from the totals, the remaining companies registered increases in revenue and therm sales of 6.8% and 4.9%, respectively, while the average number of customers increased 5.5%.

Revenue per therm for the combined ten companies averaged 4.64¢ in 1952, a rise of 0.03¢ from the average of 4.61¢ reported in 1951, while the individual company's average ranged from a low of 3.67¢ for Union Electric Power Company to a high of 9.97¢ for the Union Gas and Electric Company.

11. Industrial Interruptible Sales, Table 6, page 19.

Gas sold in this class of service accounted for 13.7% of total ultimate consumer revenue, while it represented 36.8% of total therms sold. The total Industrial Interruptible customers averaged 160 for the year which was less than one-tenth of one percent of the total ultimate consumers. It is evident from the above statement that this class of service is the largest consumer of gas and ranking third in terms of revenue.

The reason for the comparatively small amount of revenue as compared to the therm sales for this class of service is due to the relatively low rates under which this type of service is furnished.

Therm Sales for 1952 totalled 870,238,143 therms as compared to 481,605,224 in 1951, an increase of 80.7%. Revenue increased from $10,904,589 in 1951 to $19,502,615 in 1952, a gain of $8,598,026 or 78.8%, the average number of customers increased 13.5%.

For the individual companies only one, Central Illinois Public Service Company registered a decrease in revenue, while the above Company and Central Illinois Electric & Gas Company recorded decreases in therm sales.

For all companies the average revenue per therm decreased from 2.26¢ in 1951 to 2.24¢ in 1952, an average decrease of 0.02¢ per therm. Of the eight companies reporting this class of service five of them recorded increases in average revenue per therm. The lowest-revenue per therm for interruptible sales was reported by The Peoples Gas Light & Coke Company, that being 2.11¢ and the highest 4.22¢ was recorded by Central Illinois Public Service Company.

12. <u>All Other Classes of Service, Table 7, page 20.</u>

The combined Sales of Public Street and Highway Lighting and Other Sales to Public Authorities accounted for approximately one-tenth of one percent of the total revenue and therm sales to ultimate consumers.

Only three companies with one customer each, reported Public Street and Highway Lighting Sales. Total revenue of these three companies amounted to $3,758 during 1952.

The two companies reporting Other Sales to Public Authorities recorded an aggregate revenue of $171,978.

The total revenue for both Public Street and Highway Lithting and Other Sales to Public Authorities amounted to $175,736 in 1952, an increase of 16.2% over 1951 revenues. The therm sales increased from 1,870,189 in 1951 to 2,574,889 in 1952, a gain of 37.7%.

TABLE 1.
ILLINOIS GAS UTILITIES
GAS SALES BY CLASS OF SERVICE*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change
TOTAL GAS OPERATING REVENUES	$145,200,559	$123,506,642	17.6%						
Other Gas Sales	2,121,700	3,815,302 1/	-44.4						
Total Gas Sales	143,078,859	119,691,340	19.5	2,388,449,448	1,812,287,224	31.8%	1,757,022	1,707,684	2.9%
Interdepartmental Sales	345,974	210,058	64.7	14,967,182	10,769,409	39.0	1	1	0.0
Total Sales to Ultimate Consumers	142,732,885	119,481,282	19.5	2,373,482,266	1,801,517,815	31.7	1,757,021	1,707,683	2.9
Residential Sales, ex. of Space-htg.	44,242,620	43,486,034	1.7	343,873,748	329,956,694	4.2	1,343,891	1,389,886	-3.3
Residential Space-heating Sales	45,532,168	33,888,455	34.4	558,818,861	426,091,836	31.1	308,884	216,528	42.7
Total Commercial Sales	15,528,684	14,478,598	7.3	215,730,786	202,592,835	6.5	92,282	89,090	3.6
Industrial Non-Interruptible	17,751,062	16,572,387	7.1	382,245,839	359,401,037	6.4	10,843	11,109	-2.4
Industrial Interruptible	19,502,615	10,904,589	78.8	870,238,143	481,605,224	80.7	160	141	13.5
All Other Sales	175,736	151,219	16.2	2,574,889	1,870,189	37.7	961	929	3.4

* Ten large companies. See page 2 for list.

1/ Includes $1,845,708 in account 613, unbilled Gas Sales Revenue.

TABLE 1. (Concluded)
ILLINOIS GAS UTILITIES*
GAS SALES BY CLASS OF SERVICE

	REVENUE PER THERM 1952	% TOTAL OPERATING REVENUE 1952	% TOTAL SALES TO ULTIMATE CONSUMERS 1952 REV.	% TOTAL SALES TO ULTIMATE CONSUMERS 1952 THERMS
TOTAL GAS OPERATING REVENUES		100.00%		
Other Gas Sales		1.46		
Total Gas Sales	5.99¢	98.54		
Interdepartmental Sales	2.31	0.24		
Total Sales to Ultimate Consumers	6.01	98.30	100.00%	100.00%
Residential Sales, ex. of Space-heating	12.87	30.47	31.00	14.49
Residential Space-heating Sales	8.15	31.36	31.90	23.54
Total Commercial Sales	7.20	10.69	10.88	9.09
Industrial Non-Interruptible	4.64	12.23	12.44	16.10
Industrial Interruptible	2.24	13.43	13.66	36.67
All Other Sales	6.82	0.12	0.12	0.11

* Ten large companies. See page 2 for list.

TABLE 2.
ILLINOIS GAS UTILITIES
RESIDENTIAL SALES, EXCLUSIVE OF SPACE-HEATING

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change
TOTAL 10 COMPANIES	$44,242,620	$43,486,034	1.7%	343,873,748	329,956,694	4.2%	1,343,891	1,389,886	-3.3%
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	19,343,931	19,783,253	-2.2	132,008,049	131,669,801	0.3	548,398	571,015	-4.0
Cent. Ill. Elec. & Gas Co.	1,203,792	1,202,268	0.1	7,036,490	6,841,690	2.8	32,216	33,418	-3.6
Cent. Ill. Light Co.	1,199,638	1,498,249	-19.9	10,490,236	12,785,592	-18.0	40,400	48,376	-16.5
Cent. Ill. Pub. Ser. Co.	877,712	969,026	-9.4	5,076,751	5,630,804	-9.8	25,118	27,855	-9.8
Illinois Power Co.	3,780,986	3,619,475	4.5	22,107,808	20,991,174	5.3	103,356	98,984	4.4
Iowa-Illinois Gas & Elec. Co.	617,863	659,950	-6.4	4,664,450	4,945,814	-5.7	18,766	20,278	-7.5
North Shore Gas Co.	1,272,900	1,290,339	-1.4	8,662,456	8,124,271	6.6	27,719	27,606	0.4
Pub. Ser. Co. of No. Ill.	9,846,387	9,957,828	-1.1	71,230,004	69,712,306	2.2	285,616	299,204	-4.6
The Peoples Gas Lt. & Coke Co.	24,898,689	23,702,781	5.0	211,865,699	198,286,893	6.8	795,493	818,871	-2.9
Union Elec. Power Co.	160,090	157,318	1.8	967,605	946,726	2.2	4,903	4,794	2.3
Union Gas & Elec. Co.	384,563	428,800	-10.3	1,772,249	1,691,424	4.8	10,304	10,500	-1.9

TABLE 2. (Concluded)
ILLINOIS GAS UTILITIES
RESIDENTIAL SALES, EXCLUSIVE OF SPACE-HEATING

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER	
	1952	1951	1952	1951	1952	1951
TOTAL 10 COMPANIES	12.87¢	13.18¢	256	237	$32.92	$31.29
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	14.65	15.02	241	231	35.27	34.65
Cent. Ill. Elec. & Gas Co.	17.11	17.57	218	205	37.37	35.98
Cent. Ill. Light Co.	11.43	11.72	260	264	29.69	30.97
Cent. Ill. Pub. Ser. Co.	17.29	17.21	202	202	34.94	34.79
Illinois Power Co.	17.10	17.24	214	212	36.58	36.57
Iowa-Illinois Gas & Elec. Co.	13.25	13.34	249	244	32.92	32.55
North Shore Gas Co.	14.69	15.88	313	294	45.92	46.74
Pub. Ser. Co. of No. Ill.	13.82	14.28	249	233	34.47	33.28
The Peoples Gas Lt. & Coke Co.	11.75	11.95	266	242	31.30	28.95
Union Elec. Power Co.	16.54	16.62	197	197	32.65	32.82
Union Gas & Elec. Co.	21.70	25.35	172	161	37.32	40.84

TABLE 3.
ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE-HEATING SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change
TOTAL 10 COMPANIES	$45,532,168	$33,888,455	34.4%	558,818,861	426,091,836	31.1%	308,884	216,528	42.6%
TOTAL 10 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	31,776,938	23,471,475	35.4	384,678,102	292,544,150	31.5	208,490	145,431	43.4
Cent. Ill. Elec. & Gas Co.	1,353,597	1,074,188	26.0	15,783,087	12,865,512	22.7	8,510	5,970	42.5
Cent. Ill. Light Co.	4,883,772	3,581,856	36.3	65,063,957	49,528,201	31.4	35,720	25,148	42.0
Cent. Ill. Pub. Ser. Co.	1,191,554	784,692	51.8	15,457,351	11,001,115	40.5	8,789	5,289	66.2
Illinois Power Co.	4,171,293	3,654,312	14.1	52,177,170	47,041,635	10.9	30,376	24,954	21.7
Iowa-Ill. Gas & Elec. Co.	1,146,533	907,441	26.3	15,446,543	12,495,678	23.6	8,596	6,253	37.5
North Shore Gas Co.	1,443,832	1,166,640	23.8	15,595,281	12,815,350	21.7	6,712	4,721	42.2
Pub. Ser. Co. of No. Ill.	17,056,973	11,783,734	44.8	198,990,310	140,531,984	41.6	105,951	69,668	52.1
The Peoples Gas Lt. & Coke Co.	13,755,230	10,416,980	32.0	174,140,759	133,547,686	30.4	100,394	71,097	41.2
Union Elec. Power Co.	403,979	426,591	-5.3	5,272,755	5,694,552	-7.4	3,262	3,078	6.0
Union Gas & Elec. Co.	125,405	92,021	36.3	891,648	570,123	56.4	574	350	64.0

TABLE 3. (Concluded)
ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE-HEATING SALES

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER	
	1952	1951	1952	1951	1952	1951
TOTAL 10 COMPANIES	8.15¢	7.95¢	1,809	1,968	$147.41	$156.51
TOTAL 10 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	8.26	8.02	1,845	2,012	152.41	161.39
Cent. Ill. Elec. & Gas Co.	8.58	8.35	1,855	2,155	159.06	179.93
Cent. Ill. Light Co.	7.51	7.23	1,821	1,969	136.72	142.43
Cent. Ill. Pub. Ser. Co.	7.71	7.13	1,759	2,080	135.57	148.36
Illinois Power Co.	7.99	7.77	1,718	1,885	137.32	146.44
Iowa-Ill. Gas & Elec. Co.	7.42	7.26	1,797	1,998	133.38	145.12
North Shore Gas Co.	9.26	9.10	2,323	2,715	215.11	247.12
Pub. Ser. Co. of No. Ill.	8.57	8.39	1,878	2,017	160.99	169.14
The Peoples Gas Lt. & Coke Co.	7.90	7.80	1,735	1,878	137.01	146.52
Union Elec. Power Co.	7.66	7.49	1,616	1,850	123.84	138.59
Union Gas & Elec. Co.	14.06	16.14	1,553	1,629	218.48	262.92

TABLE 4.
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change
TOTAL 10 COMPANIES	$15,528,684	$14,478,598	7.3%	215,730,786	202,592,835	6.5%	92,282	89,090	3.6%
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	7,893,199	7,322,743	7.8	94,651,605	87,185,516	8.6	50,147	47,652	5.2
Cent. Ill. Elec. & Gas Co.	430,693	397,753	8.3	4,222,700	3,881,386	8.8	2,016	1,928	4.6
Cent. Ill. Light Co.	985,749	769,251	28.1	13,299,951	10,032,946	32.6	5,490	4,739	15.8
Cent. Ill. Pub. Ser. Co.	575,186	530,347	8.5	8,435,677	7,951,493	6.1	3,615	3,489	3.6
Illinois Power Co.	2,326,972	2,237,114	4.0	26,976,902	26,295,922	2.6	14,986	14,116	6.2
Iowa-Ill. Gas & Elec. Co.	436,115	396,037	10.1	5,809,901	5,280,856	10.0	2,644	2,518	5.0
North Shore Gas Co.	401,481	392,341	2.3	3,557,971	3,432,001	3.7	1,583	1,539	2.8
Pub. Ser. Co. of No. Ill.	2,494,557	2,350,728	6.1	29,904,779	27,942,495	7.0	18,652	18,163	2.7
The Peoples Gas Lt. & Coke Co.	7,635,485	7,155,855	6.7	121,079,181	115,407,319	4.9	42,135	41,438	1.7
Union Elec. Power Co.	134,948	135,322	-0.3	1,846,204	1,828,194	1.0	593	584	1.5
Union Gas & Elec. Co.	107,498	113,850	-5.6	597,520	540,223	10.6	568	576	-1.4

TABLE 4 (Concluded)
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER	
	1952	1951	1952	1951	1952	1951
TOTAL 10 COMPANIES	7.20¢	7.15¢	2,338	2,274	$168.27	$162.52
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	8.34	8.40	1,887	1,830	157.40	153.67
Cent. Ill. Elec. & Gas Co.	10.20	10.24	2,095	2,013	213.64	206.30
Cent. Ill. Light Co.	7.41	7.67	2,423	2,117	179.55	162.32
Cent. Ill. Pub. Ser. Co.	6.82	6.67	2,334	2,279	159.11	152.00
Illinois Power Co.	8.63	8.51	1,800	1,863	155.28	158.48
Iowa-Ill. Gas & Elec. Co.	7.51	7.50	2,197	2,097	164.95	157.28
North Shore Gas Co.	11.28	11.43	2,248	2,230	253.62	254.93
Pub. Ser. Co. of No. Ill.	8.34	8.41	1,603	1,538	133.74	129.42
The Peoples Gas Lt. & Coke Co.	6.31	6.20	2,874	2,785	181.21	172.69
Union Elec. Power Co.	7.31	7.40	3,113	3,130	227.57	231.72
Union Gas & Elec. Co.	17.99	21.07	1,052	938	189.26	197.66

TABLE 5.
ILLINOIS GAS UTILITIES
INDUSTRIAL NON-INTERRUPTIBLE

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change	1952	1951
TOTAL 10 COMPANIES	$17,751,062	$16,572,387	7.1%	382,245,839	359,401,037	6.4%	10,843	11,109	-2.4%	4.64¢	4.61¢
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	6,913,725	6,472,488	6.8	142,167,184	135,479,749	4.9	3,060	2,901	5.5	4.86	4.78
Cent. Ill. Elec. & Gas Co.	856,497	751,904	13.9	13,371,326	12,016,666	11.3	213	197	8.1	6.40	6.26
Cent. Ill. Light Co.	423,962	421,052	0.7	9,642,751	11,217,533	-14.0	71	86	-17.5	4.40	3.75
Cent. Ill. Pub. Ser. Co.	337,570	206,161	63.7	8,995,805	5,012,596	79.5	21	18	16.7	3.75	4.11
Illinois Power Co.	310,131	260,819	18.9	5,701,051	4,605,543	23.8	88	86	2.3	5.43	5.66
Iowa-Ill. Gas & Elec. Co.	489,764	492,771	-0.6	10,905,723	11,010,712	-1.0	57	52	9.6	4.49	4.48
North Shore Gas Co.	136,945	130,907	4.6	1,967,359	1,875,187	4.9	87	85	2.4	6.96	6.98
Pub. Ser. Co. of No. Ill.	4,203,016	4,104,274	2.4	88,591,862	87,380,054	1.4	2,504	2,356	6.3	4.74	4.70
The Peoples Gas Lt. & Coke Co.	10,837,337	10,099,899	7.3	240,078,655	223,921,288	7.2	7,783	8,208	-5.2	4.51	4.51
Union Electric Power Co.	83,128	76,274	9.0	2,262,124	2,168,131	4.3	6	6	0.0	3.67	3.52
Union Gas & Elec. Co.	72,712	28,326	156.7	729,183	193,327	277.2	13	15	-13.3	9.97	14.65

TABLE 6.
ILLINOIS GAS UTILITIES
INDUSTRIAL INTERRUPTIBLE

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change	1952	1951
TOTAL 10 COMPANIES 1/	$19,502,615	$10,904,589	78.8%	870,238,143	481,605,224	80.7%	160	141	13.5%	2.24¢	2.26¢
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co. 1/	12,594,194	6,951,159	81.2	543,253,576	306,415,810	77.3	140	123	13.8	2.32	2.27
Cent. Ill. Elec. & Gas Co.	98,189	88,867	10.5	3,443,400	4,468,800	-23.0	1	1	0.0	2.85	2.00
Cent. Ill. Light Co.	1,478,422	785,910	88.1	50,296,359	40,575,407	23.9	9	4	125.0	2.94	1.94
Cent. Ill. Pub. Ser. Co.	56,446	73,740	-23.5	1,337,529	3,489,646	-61.7	2	1	100.0	4.22	2.11
Illinois Power Co.	895,448	680,902	31.5	32,000,203	27,449,429	16.6	39	37	5.4	2.80	2.48
Iowa-Ill. Gas & Elec. Co.	371,472	360,815	3.0	14,086,826	13,985,675	0.7	11	11	0.0	2.64	2.58
North Shore Gas Co.	770,775	593,752	29.8	27,070,404	19,703,383	37.4	9	9	0.0	2.85	3.01
Public Service Co. of Northern Ill.	8,923,442	4,367,173	104.3	415,018,855	196,743,470	110.9	69	60	15.0	2.15	2.22
The Peoples Gas Light & Coke Co.	6,908,421	3,953,430	74.7	326,984,567	175,189,414	86.6	20	18	11.1	2.11	2.26

1/ Except that Union Electric Power Company and Union Gas and Electric Company, two of the ten companies report no Industrial Interruptible Sales in either year.

TABLE 7.
ILLINOIS GAS UTILITIES
ALL OTHER SALES 1/

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change	1952	1951
TOTAL COMPANIES	$175,736	$151,219	16.2%	2,574,889	1,870,189	37.7%	961	929	3.4%	6.82¢	8.09¢
TOTAL COMPANIES, ex. of The Peoples Gas Light & Coke Co.	175,242	150,199	16.7	2,568,693	1,856,407	38.4	960	928	3.4	6.82	8.09
North Shore Gas Co.	2,033	2,116	-3.9	14,789	15,683	-5.7	1	1	0.0	13.75	13.49
Public Ser. Co. of No. Ill.	167,899	143,665	16.9	2,528,422	1,822,767	38.7	932	901	3.4	6.64	7.88
Union Gas & Elec. Co.	5,310	4,418	20.2	25,482	17,957	41.9	27	26	3.8	20.84	24.60
The Peoples Gas Light & Coke Co.	494	1,020	-51.6	6,196	13,782	-55.0	1	1	0.0	7.97	7.40

1/ Consists of Public Street and Highway Lighting and Other Sales to Public Authorities.

TABLE 8.
ILLINOIS GAS UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change	1952	1951
TOTAL 10 COMPANIES	$142,732,885	$119,481,282	19.5%	2,373,482,266	1,801,517,815	31.7%	1,757,138	1,707,683	2.9%	6.01¢	6.63¢
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light&Coke Co.	78,697,229	64,151,317	22.7	1,299,327,209	955,151,433	36.0	811,195	768,050	5.6	6.06	6.72
Cent. Ill. Elec. & Gas Co.	3,942,768	3,514,980	12.2	43,857,003	40,074,054	9.4	42,956	41,514	3.5	8.99	8.77
Cent. Ill. Light Co.	8,971,543	7,056,318	27.1	148,793,254	124,139,679	19.9	81,690	78,353	4.3	6.03	5.68
Cent. Ill. Pub. Ser. Co.	3,038,468	2,563,966	18.5	39,303,113	33,085,654	18.8	37,545	36,652	2.4	7.73	7.75
Illinois Power Co.	11,484,830	10,452,622	9.9	138,963,134	126,383,703	9.9	148,845	138,177	7.7	8.26	8.27
Iowa-Ill. Gas & Elec. Co.	3,061,747	2,817,014	8.7	50,913,443	47,718,735	6.7	30,074	29,112	3.3	6.01	5.90
North Shore Gas Co.	4,027,966	3,576,095	12.6	56,868,260	45,965,875	23.7	36,111	33,961	6.3	7.08	7.78
Pub. Ser. Co. of No. Ill.	42,692,274	32,707,402 1/	30.5	806,264,232	524,133,076	53.8	413,724	390,352	6.0	5.30	6.24
The Peoples Gas Light & Coke Co.	64,035,656	55,329,965	15.7	1,074,155,057	846,366,382	26.9	945,943	939,633	0.7	5.96	6.54
Union Elec. Power Co.	782,145	795,505	-1.7	10,348,688	10,637,603	-2.7	8,764	8,462	3.6	7.56	7.48
Union Gas & Elec. Co.	695,488	667,415	4.2	4,016,082	3,013,054	33.3	11,486	11,467	0.2	17.32	22.15

1/ The adoption of bi-monthly billing in August 1951, for residential and commercial service resulted in delaying approximately $1,300,000 of gross revenue.

TABLE 9.
ILLINOIS GAS UTILITIES
INTERDEPARTMENTAL SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change	1952	1951
TOTAL ALL COMPANIES	$345,974	$210,058	64.7%	14,967,182	10,769,409	39.0%	1	1	0.0	2.31¢	1.95¢
Central Illinois Light Co.	2,617	2,612	0.2	36,550	37,379	-2.2	-	-	-	7.16	6.99
Illinois Power Co.	985	1,083	-9.0	44,898	54,161	-17.1	-	-	-	2.19	2.00
Iowa-Illinois Gas & Elec. Co.	342,372	206,363	65.9	14,885,734	10,677,869	39.4	1	1	0.0	2.30	1.93

TABLE 10.
ILLINOIS GAS UTILITIES
TOTAL GAS SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1952	1951	% Change	1952	1951	% Change	1952	1951	% Change	1952	1951
TOTAL 10 COMPANIES	$143,078,859	$119,691,340	19.5%	2,388,449,448	1,812,287,224	31.8%	1,757,139	1,707,684	2.9%	5.99¢	6.60¢
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	79,043,203	64,361,375	22.8	1,314,294,391	965,920,842	36.1	811,196	768,051	5.6	6.01	6.66
Cent. Ill. Elec. & Gas Co.	3,942,768	3,514,980	12.2	43,857,003	40,074,054	9.4	42,956	41,514	3.5	8.99	8.77
Cent. Ill. Light Co.	8,974,160	7,058,930	27.1	148,829,804	124,177,058	19.9	81,690	78,353	4.3	6.03	5.68
Cent. Ill. Pub. Ser. Co.	3,038,468	2,563,966	18.5	39,303,113	33,085,654	18.8	37,545	36,652	2.4	7.73	7.75
Illinois Power Co.	11,485,815	10,453,705	9.9	139,008,032	126,437,864	9.9	148,845	138,177	7.7	8.26	8.27
Iowa-Ill. Gas & Elec. Co.	3,404,119	3,023,377	12.6	65,799,177	58,396,604	12.7	30,075	29,113	3.3	5.17	5.18
North Shore Gas Co.	4,027,966	3,576,095	12.6	56,868,260	45,965,875	23.7	36,111	33,961	6.3	7.08	7.78
Pub. Ser. Co. of No. Ill.	42,692,274	32,707,402	30.5	806,264,232	524,133,076	53.8	413,724	390,352	6.0	5.30	6.24
The Peoples Gas Lt. & Coke Co.	64,035,656	55,329,965	15.7	1,074,155,057	846,366,382	26.9	945,943	939,633	0.7	5.96	6.54
Union Elec. Power Co.	782,145	795,505	-1.7	10,348,688	10,637,603	-2.7	8,764	8,462	3.6	7.56	7.48
Union Gas & Elec. Co.	695,488	667,415	4.2	4,016,082	3,013,054	33.3	11,486	11,467	0.2	17.32	22.15

TABLE 11.
ILLINOIS GAS UTILITIES
OTHER GAS REVENUES

	REVENUE		
	1952	1951	% Change
TOTAL 10 COMPANIES	$2,121,700	$3,815,302 1/	-44.4%
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	1,407,809	1,276,246	10.3
Cent. Ill. Elec. & Gas Co.	22,390	20,299	10.3
Cent. Ill. Light Co.	108,263	104,120	4.0
Cent. Ill. Pub. Ser. Co.	10,293	9,906	3.9
Illinois Power Co.	748,462	643,906	16.2
Iowa-Illinois Gas & Elec. Co.	66,852	60,522	10.5
North Shore Gas Co.	67,004	62,876	6.6
Public Ser. Co. of No. Ill.	368,804	355,638	3.7
The Peoples Gas Lt. & Coke Co.	713,891	2,539,056 1/	-71.9
Union Elec. Power Co.	11,489	12,386	-7.3
Union Gas & Elec. Co.	4,252	6,593	-35.5

1/ Includes $1,845,708 in account 613, unbilled Gas Sales Revenue.

TABLE 12.
ILLINOIS GAS UTILITIES
TOTAL GAS OPERATING REVENUE

	REVENUE		
	1952	1951	% Change
TOTAL 10 COMPANIES	$145,200,559	$123,506,642	17.6%
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	80,451,012	65,637,621	22.6
Cent. Ill. Elec. & Gas Co.	3,965,158	3,535,279	12.2
Cent. Ill. Light Co.	9,082,423	7,163,050	26.8
Cent. Ill. Pub. Ser. Co.	3,048,761	2,573,872	18.5
Illinois Power Co.	12,234,277	11,097,611	10.2
Iowa-Illinois Gas & Elec. Co.	3,470,971	3,083,899	12.6
North Shore Gas Co.	4,094,970	3,638,971	12.5
Pub. Ser. Co. of No. Ill.	43,061,078	33,063,040	30.2
The Peoples Gas Lt. & Coke Co.	64,749,547	57,869,021	11.9
Union Elec. Power Co.	793,634	807,891	-1.8
Union Gas & Elec. Co.	699,740	674,008	3.8

[illegible]

[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]

William G. Stratton, Governor

ILLINOIS ELECTRIC UTILITIES
A Comparative Study of 1953 Sales

Research Bulletin No. 51

George R. Perrine, Chairman
Cyrus J. Colter
Jesse L. Simpson
June G. Van Keuren
William Vicars, Commissioners
Thomas A. Graham, Secretary

ACCOUNTS AND FINANCE SECTION
Division of Reports
ILLINOIS COMMERCE COMMISSION

7 (A-18015)

Research Bulletin No. 51

ILLINOIS ELECTRIC UTILITIES

A Comparative Study of 1953 Sales

As Reported by the Nine Largest
Electric Utilities Whose Sales to Ultimate
Consumers Account for Approximately 99% of the
Total for the State

ILLINOIS COMMERCE COMMISSION
Division of Reports
Accounts and Finance Section

ILLINOIS COMMERCE COMMISSION
Accounts and Finance Section
Springfield, Illinois

April 30, 1954

Hon. George R. Perrine, Chairman
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

I am transmitting to you herewith Research Bulletin No. 51 entitled "Illinois Electric Utilities, A Comparative Study of 1953 Sales" prepared by the Accounts and Finance Section-Division of Reports under the supervision of Mr. E. L. Peck.

Yours very truly,

Fred Kleinman

Fred Kleinman, Chief
Accounts and Finance

ILLINOIS COMMERCE COMMISSION
Division of Reports
Accounts and Finance Section
Springfield, Illinois

April 30, 1954

Mr. Fred Kleinman, Chief
Accounts and Finance Section
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

This study, Research Bulletin No. 51 entitled "Illinois Electric Utilities, A Comparative Study of 1953 Sales" is herewith transmitted by the Division of Reports, Accounts and Finance Section. This Bulletin is a continuation of a permanent and historical record began a number of years ago. It provides an analysis of electric sales reported by the nine largest electric utilities subject to the jurisdiction of the Illinois Commerce Commission.

The textual portion of the study reviews briefly the principal facts derived from the tabulations of the 1953 sales compared with the results for 1952. Also included, is a brief discussion of the important trends in electric sales from 1933 to 1953 inclusive.

The statistical tables form the basic part of this study and constitute a permanent reference in regard to comparative sales by the companies during the past two years.

Yours very truly,

E. L. Peck

E. L. Peck, Chief
Division of Reports

TABLE OF CONTENTS

LIST OF TABLES

INTRODUCTORY CONSIDERATIONS

1. Scope of Study

This study presents a comparison of 1953 electric sales with those for the year 1952. The State's total electric business is based upon nine of the privately owned electric utilities operating in the State (under the jurisdiction of the Illinois Commerce Commission) which account for approximately 99% of the total. This study, beginning as in Bulletin No. 24, confines itself solely to the sales of those nine companies, viz.:

Central Illinois Electric & Gas Company
Central Illinois Light Company
Central Illinois Public Service Company
Commonwealth Edison Company
Electric Energy, Inc.
Illinois Power Company
Iowa-Illinois Gas & Electric Company
Produce Terminal Corporation
Union Electric Power Company

Note: Public Service Company of Northern Illinois, having merged with Commonwealth Edison Company, January 1953, has been removed from this group, however, Electric Energy, Inc., has been added for the first time.

As in all previous similar studies, this continues the policy that no attempt has been made to determine the reasonableness or unreasonableness of the data, but rather to discuss the relationship of such results to the economic factors apparently responsible for their behavior during the period under review.

Data for both 1953 and 1952 are shown throughout these tables, together with computations showing percentage changes of 1953 over 1952, average revenue per kilowatt-hour, kilowatt-hours per customer, and average revenue per customers. The use of ultimate consumer sales as a common denominator for the measurement of electric sales is still used as an indicator for the relative importance of each class of business.

2. Sources of Information

The data shown on the various tables is supplied by each of the nine companies heretofore mentioned and is taken from their December, 1953 monthly reports filed with the Illinois Commerce

Commission. These reports are preliminary and are filed subject to audit before the final annual reports are received. Most adjustments made, if any, are due to a reclassification of sales.

3. Accounting Considerations

For the purpose of this study, Interdepartmental Sales (Account 607) have not been considered as Sales to Ultimate Consumers. Produce Terminal Corporation is the only company reporting Other Sales (Acount 608), i.e. In view of the fact that such sales were exceedingly small in their relationship to Total Sales to Ultimate Consumers, they have been included with Small Power and Light Sales (see Table 5, Page 20, Footnote 1/).

4. Other Considerations

A few interpretive comments in the text are made to explain the behavior of the sales and trends of the figures shown; other than this, no comment is made as to the relations shown for each company or the many factors influencing each.

ELECTRIC SALES BY CLASSES OF SERVICE

1. COMPARATIVE CONSOLIDATED SUMMARY, Table 1, Pages 13 and 14.

The data shown by this table summarizes the integrate sales of the nine companies considered by this study according to the classifications of energy sold and other electrical and miscellaneous revenue. Included in this summarization, the percentage change is shown comparatively for each particular class, as to comparison, for the years 1953 and 1952. In addition, the average revenue per kilowatt-hour is shown together with the percentage relationship each classification of revenue to the total sales to ultimate consumers and to total operating revenue.

The outstanding facts revealed by this table are discussed in detail for the more important revenue accounts that follow, including a discussion of total electric operating revenue and total sales to ultimate consumers.

2. TOTAL ELECTRIC OPERATING REVENUE, Table 14, Page 29

In 1953, the nine companies' aggregate revenue from electric operations in Illinois amounted to $450,089,706, as compared to $[illegible],222,329 in 1952, showing an increase of 12.2%. The total

revenue of the nine companies, exclusive of Commonwealth Edison Company, recorded a gain of 21.1%. During this same period of comparison, each of the companies showed increases ranging from a low of 7.3% to a high of 14.1%, exclusive of Electric Energy, Inc., which company did not generate any power in 1952, and since its sales of energy were relatively small for that year, no attempt was made to compare its 1953 sales with that of 1952. It should be noted that the percentage change in total operating revenue of the nine companies is somewhat distorted due to the fact that the sales of energy by Electric Energy, Inc., increased to such a large extent in 1953. This increase will also distort the percentage increase of the totals shown in Tables 7, 9 and 12.

3. TOTALS SALES TO ULTIMATE CONSUMERS.

(a) Comparative Sales, 1953-1952, Table 9, Page 24.

In 1953, the total number of ultimate consumers of electricity in Illinois amounted to 2,530,350, a gain of 2.3% over the 1952 total of 2,473,067. Revenue from sales to ultimate consumers advanced 11.3%, or from $362,669,500 in 1952 to $403,575,932 in 1953, while kilowatt-hour sales, increased from 19,179,882,325 in 1952 to 23,449,204,922 in 1953 a gain of 22.3%.

In 1953, Commonwealth Edison Company's average number of customers totalled 1,727,043 and in 1952, 1,686,156 an increase of 2,4%. Ultimate consumer sales revenue for Commonwealth Edison Company in 1953 was in excess of $268 million which is an increase of 7.5% over the $250 million reported in 1952.

Extended analysis of total sales to ultimate consumers indicates that all of the nine companies reported increases percentagewise in revenue and kilowatt-hour sales in 1953 over 1952. Illinois Power Company being the largest with an increase of 11.1% in revenue, while Central Illinois Electric & Gas Company showed the largest gain of 13.2% in kilowatt-hour sales, exclusive of Electric Energy Incorporated.

This study indicates that kilowatt-hour sales increased at a more rapid pace that revenue for the year 1953 as compared with 1952. This fact would indicate a slight decrease in revenue per kilowatt-hour for the total of the nine companies.

Four of the nine companies reported average revenue per kilowatt-hour in 1953 in excess of 2.0¢, Central Illinois Public Service Company's average of 2.41¢ being the highest, while Union Electric Power Company's average of 1.17¢ was the lowest.

The following table indicates some variation in the rate of decline for individual companies in average revenue per kilowatt-hour during the past twenty-five years.

Average Revenue Per Kilowatt-Hour
from
Total Sales to Ultimate Consumers

	1953	1946	1929	% Change 1953 over 1929
Total 9 Companies	1.72¢	1.93¢	2.49¢	-30.9%
Total 9 Companies, ex. of Commonwealth Edison Co.	1.50	1.99	3.21	-53.3
Central Ill. Elec. & Gas Co.	2.14	2.31	3.46	-38.2
Central Ill. Light Co.	1.67	1.67	2.41	-30.7
Central Ill. Pub. Ser. Co.	2.41	2.65	3.96	-39.1
Commonwealth Edison Co.	1.86	1.87	2.12	-12.3
Ill. Power Co.	2.06	2.20	3.51	-41.3
Iowa-Ill. Gas & Elec. Co.	2.02	2.02	2.89	-30.1
Produce Terminal Corp.	1.38	1.45	1.60	-13.8
Union Elec. Power Co.	1.17	1.16	1.62	-27.8
Electric Energy, Inc.	0.57	-	-	-

(b) Long Term Trends, 1933-1953, Table 15, Page 30.

Kilowatt-hour sales to ultimate consumers has more than tripled during the past twenty years, rising from 5,029 million kilowatt-hours in 1933 to a new high of 23,449 million in 1953, an increase of 366.3%. Revenue for Total Sales to Ultimate Consumers reached a new high of 403,000,000 dollars, in 1953, during this twenty one year period of comparison revenue has increased 215.6%.

The average revenue per kilowatt-hour decreased from 2.54¢ in 1933 to 1.72¢ in 1953, this is a 32 percent decrease percentagewise.

In 1933 there were approximately 1,709,000 customers which have increased in 1953 to 2,530,000 customers, a gain of 48.0%. There has been a gradual increase in customer count each year since 1933.

As stated heretofore in the introductory portion of this study, Total Sales to Ultimate Consumers, Table 9, Page 24 provides the basic data for showing computations of the percentage of relationship of each class of consumer sales to total sales to ultimate con-

sumers. This practice has been continued for the purpose of this study and was done to overcome deficiencies of total electric operating revenue as common denominator for measuring the relative importance of consumer sales, which is heavily weighted by sales to other electric utilities for resale. Total Sales to Ultimate Consumers does not include sales to other electric utilities for resale, nor Interdepartmental Sales, consequently a comparison of any class of consumer sales to total sales to ultimate consumers must result in a more accurate ratio of the relative importance of each class of business.

4. RESIDENTIAL SALES

(a) Comparative Sales, 1953-1952, Table 2 Pages 15 and 16.

Residential Sales in 1953 continued to rise in practically the same ratio as in 1952. Revenue from the combined residential sales of the seven companies totalled $120,443,095 in 1953 or 6.8% more than the total of $112,813,095 for 1952. Kilowatt-hour sales showed an increase of 8.2% recording a total of 4,184,555,228 in 1953 and 3,866,675,336 in 1952.

During this same period, all companies reported increases individually for revenue and kilowatt-hour sales. In addition, all companies showed increases in the number of customers served, the totals of which rose from 2,026,783 in 1952 to 2,077,454 in 1953, a gain of 2.5%. Central Illinois Electric & Gas Company reported the largest gain in revenue, kilowatt-hour sales and number of customers.

Also noted in this comparison is the continued decrease in revenue per kilowatt-hour. In 1952, the average revenue per kilowatt-hour amounted to 2.92¢ and then dropped to 2.88¢ in 1953 for the total of all companies. Excluding Commonwealth Edison Company from the totals the average for 1952 was 2.91¢ and 2.86¢ in 1953. It is interesting to note that Commonwealth Edison Company's average is the same as that of the State average. All companies reported decreases in average revenue per kilowatt-hour. Union Electric Power Company recorded the lowest average revenue per kilowatt-hour of 2.33¢ and Central Illinois Public Service Company reporting a high of 3.41¢ which represents a difference of 1.08¢ per kilowatt-hour. The Union Electric Power Company's average of 2.33¢ per

kilowatt-hour is 0.55¢ below the State average.

Kilowatt-hour use per customer has again shown an increase. In 1952, the average usage was 1,908 kilowatt-hours per customer and in 1953 the usage rose to 2,014. All companies reported increases in usage per customer over the previous year. The individual companies show considerable variation as regards the average usage by residential customers with Central Illinois Light Company recording the highest usage of 2,306 kilowatt-hours, while Central Illinois Public Service Company reported a low of 1,791.

(b) Long Term Trends, 1933-1953, Table 15, Page 30.

The trend in the sales of electrical energy during the past twenty-one years has been steadily upward.

Since 1933 revenue from residential sales grew from $46 million to $120 million in 1953, an increase of 160.8%. The number of kilowatt-hours during the same period rose from 878 million to 4,185 million, a gain of 376.7%. For the same period of comparison customers have increased from 1,422 thousand to 2,077 thousand, an increase of 46.1%.

A comparison of the average revenue per kilowatt-hour by individual companies for the years 1929 and 1953 is presented in the following summary:

Average Revenue Per Kilowatt-Hour
from
Residential Sales

	1953	1929	% Change from 1929
Total 8 Companies	2.88¢	5.83¢	-50.6%
Total 8 Companies, ex. of Commonwealth Edison Co.	2.86	7.63	-62.5
Cent. Ill. Elec. & Gas Co.	2.75	6.25	-56.0
Cent. Ill. Light Co.	2.36	5.92	-60.1
Cent. Ill. Pub. Ser. Co.	3.41	7.86	-56.6
Commonwealth Edison Co.	2.88	4.73	-39.1
Ill. Power Company	2.87	8.60	-66.6
Iowa-Ill. Gas & Elec. Co.	2.76	7.90	-65.1
Produce Terminal Corporation*	-	-	-
Union Electric Power Co.	2.33	5.32	-56.2

* This company reports no residential sales.

Although the preceding table reveals a marked decline in average revenue per kilowatt-hour for each individual company, it must not be assumed the companies received less revenue from this class of

business, as the increased use per customer more than offset the decline in average unit revenue. All but one of the companies recorded decreases in revenue per kilowatt-hour of more than 50.0% in 1953 over 1929. With the exception of Commonwealth Edison Company, which recorded a decrease of 39.1% the decreases of the other eight companies ranged from 56.0% to 66.6%. However, it should be noted that Commonwealth Edison Company was considerably below the average of the other companies for the year 1929.

The average revenue per kilowatt-hour for all nine companies decreased from 5.83¢ in 1929 to 2.88¢ in 1953 and when Commonwealth Edison Company's residential sales are excluded from the totals for all companies, the average revenue per kilowatt-hour during the same period of comparison decreased from 7.63¢ to 2.86¢.

The following table presents 1929 and 1953 data relating to average annual revenue per customer for each of the eight companies reporting residential service. For all companies the average revenue per customer increased from $30.85 in 1929 to $57.98 in 1953, an increase of 87.97%. Union Electric Power Company's average annual revenue per customer rose from $22.82 in 1929 to $53.50 in 1953, a gain of 134.4%, which represents the largest increase recorded by all companies, whereas Iowa-Illinois Gas and Electric Company's gain of only 55.2% during the same period was the lowest. It must be noted, however, that Union Electric Power Company's average revenue per customer was considerably below the state average for the year 1929, while the average of Iowa-Illinois Gas & Electric Company was about 10% above the average.

Average Annual Revenue per Customer
from
Residential Sales

	1953	1929	% Change from 1929
Total 8 Companies	$57.98	$30.85	87.9%
Total 8 Companies, ex. of Commonwealth Edison Co.	59.66	33.15	80.0
Cent. Ill. Elec. & Gas Co.	59.12	31.63	86.9
Cent. Ill. Light Co.	54.38	30.30	79.5
Cent. Ill. Pub. Ser. Co.	61.07	30.22	102.1
Commonwealth Edison Co.	57.27	28.87	98.4
Ill. Power Co.	62.91	29.52	113.1
Iowa-Ill. Gas & Elec. Co.	51.62	33.26	55.2
Produce Terminal Corporation*	-	-	-
Union Elec. Power Co.	53.50	22.82	134.4

* This Company reports no residential sales.

Residential usage per customer in Illinois increased from 529 kilowatt-hours in 1929 to the all time high of 2,014 kilowatt-hours in 1953, a gain of 280.7%. Individual company results of the changes in residential usages since 1929 are summarized as follows:

Average Annual Consumption Per Customer
from
Residential Sales

	1953	1929	% Change from 1929
Total 9 Companies	2,014	529	280.7%
Total 9 Companies, ex. of Commonwealth Edison Co.	2,084	435	379.1
Cent. Ill. Elec. & Gas Co.	2,151	506	325.1
Central Ill. Light Co.	2,306	512	350.4
Cent. Ill. Pub. Ser. Co.	1,791	384	366.4
Commonwealth Edison Co.	1,985	611	224.9
Ill. Power Co.	2,190	343	538.5
Iowa-Ill. Gas & Elec. Co.	1,867	421	343.5
Produce Terminal Corp.*	-	-	-
Union Elec. Power Co.	2,292	429	434.3

* This Company reports no residential sales.

The highest average annual consumption per residential customer in 1953 was reported by the Central Illinois Light Company, which reported 2,306 kilowatt-hours per customer, a gain of 350.4% over the 512 kilowatt-hours per customer during 1929. However, Illinois Power Company's increase of 538.5% in average annual usage, or from 343 to 2,190 kilowatt-hours, was the largest gain percentagewise recorded by any company during the same period of comparison. Commonwealth Edison Company's gain of 224.9% was the lowest and when this company is excluded the results indicate an increase of 379.1% in the average for all remaining companies.

(c) Percentage Relationship to Total Sales to Ultimate Consumers.

The significance of total sales to ultimate consumers as a more logical and informative common denominator for measuring the importance of different classes of electric sales is again illustrated by the fact that in 1953 residential revenue accounted for 29.8% of total revenue received from sales to ultimate consumers, whereas in relationship to total operating revenue it was 26.8%, the latter percentage reflecting the weight of revenue received from sales to other electric corporations for resale. The total residential kilowatt-hour sales in 1953 for all companies accounted for 17.8%

of the total kilowatt-hours sold to ultimate consumers. Elimination of Commonwealth Edison Company's sales from the totals, the percentage relationship for revenue and kilowatt-hours to total sales to ultimate consumers was 27.3% and 14.3%, respectively. Central Illinois Public Service Company reported a high of 34.2% for revenue and Central Illinois Electric and Gas Company reported a high of 25.0% for kilowatt-hours. The lowest ratios, reported by Union Electric Power Company, were 19.6% and 9.4% for revenue and kilowatt-hours, respectively.

The following table shows the ratio of each individual company's residential sales to ultimate consumer sales for the years 1953 and 1943.

Percentage Relationship Residential
Revenue and Kilowatt-Hour Sales
to
Total Sales to Ultimate Consumers

	REVENUE		KILOWATT-HOURS	
	1953	1943	1953	1943
Total 8 Companies	29.8%	31.7%	17.9%	15.1%
Total 8 Companies, ex. of Commonwealth Edison Co.	27.3	33.4	14.3	15.9
Cent. Ill. Elec. & Gas Co.	32.1	33.6	25.0	19.5
Central Ill. Light Co.	30.0	29.8	21.2	15.3
Cent. Ill. Pub. Ser. Co.	34.2	34.0	24.2	17.4
Commonwealth Edison Co.	31.1	29.8	20.1	14.3
Ill. Power Co.	34.0	35.4	24.4	18.9
Iowa-Ill. Gas & Elec. Co.	27.6	26.4	20.1	14.6
Produce Terminal Corp.*	-	-	-	-
Union Electric Power Co.	19.6	19.1	9.4	6.6

* This Company reports no residential sales.

5. LARGE POWER AND LIGHT SALES

(a) Comparative Sales, 1953-1952, Table 4, Page 19.

Altough large power and light sales accounted for 42.7% of the total physical volume of sales to ultimate consumers, the revenue from this source accounted for less than one third of ultimate consumer revenue.

Large power and light revenue increased from $109,203,041 in 1952 to $120,442,252 in 1953, a gain of 10.3%. Kilowatt-hour sales rose from 9,025,249,069 in 1952 to 10,009,493,793 in 1953, an increase of 10.9%, while the average number of customers increased by 2.3%.

All companies made substantial gains in revenue, ranging from a high of 15.9% to a low of 3.4%. One company registered a decrease in kilowatt-hours, of 1.0%, while all the other companies recorded increases ranging from 17.2% to 4.0%.

The differential in the relative importance of ratios between revenue and kilowatt-hours is accounted for by the fact that this class of business returns a comparatively low amount of revenue per kilowatt-hour. In 1953 the average revenue per kilowatt-hour was 1.20¢ a slight decrease over the 1952 average of 1.21¢. In 1953 the average revenue per kilowatt-hour ranged from 1.47¢ to 0.87¢ all companies falling within these limits. Six of the eight companies showed a decrease in revenue per kilowatt-hour over those recorded in 1952.

(b) Percentage Relationship to Total Sales to Ultimate Consumers.

In 1953 Large Power and Light revenue accounted for 29.8% of the total sales to ultimate consumers, while the kilowatt-hour ratio of this class of service was 42.7%. The highest percentage of sales to ultimate consumers for this class of service were those of Produce Terminal Corporation, which showed 82.7% and 89.9% for revenue and kilowatt-hours, respectively. The lowest revenue percentage was 25.3% of ultimate consumer sales recorded by Iowa-Illinois Gas & Electric Company, also the lowest kilowatt-hour percentage of 40.9% was reported by Iowa-Illinois Gas & Electric Company. It should be borne in mind that Produce Terminal Corporation at no time has ever reported any residential service.

The following table presents a summary showing a comparison of the percentages of relationship of revenue and kilowatt-hours to total sales to ultimate consumers for the years 1953 and 1943:

Percentage Relationship Large Power & Light Sales
to
Total Sales to Ultimate Consumers

	REVENUE		KILOWATT-HOURS	
	1953	1943	1953	1943
Total 9 Companies	29.8%	36.7%	42.7%	59.4%
Total 9 Companies, ex. of Commonwealth Edison Co.	31.3	34.7	38.8	6[illegible]
Cent. Ill. Elec. & Gas Co.	42.5	27.7	47.9	50.[illegible]
Cent. Ill. Light Co.	41.0	42.6	57.0	68.2
Cent. Ill. Pub. Ser. Co.	29.0	29.5	47.6	55.9
Commonwealth Edison Co.	29.1	38.7	45.1	56.0
Illinois Power Co.	29.8	29.1	47.4	54.3
Iowa-Ill. Gas & Elec. Co.	25.3	30.9	40.9	46.9
Produce Terminal Corp.	82.7	87.6	89.9	91.4
Union Elec. Power Co.	60.7	62.3	81.7	86.7

(c) Long Term Trends, 1937-1953.

The following summary pertains to the nine companies' total aggregate sales to large power and light customers from 1937 to 1953, both inclusive:

Large Power and Light Sales

	Revenue (Millions)	Kilowatt-hours (Billions)	Customers	Revenue Per Kilowatt-Hour
1937	$ 47	3,580	6,571	1.31¢
1938	46	3,139	5,820	1.47
1939	49	3,609	5,912	1.36
1940	53	4,057	5,928	1.31
1941	59	4,853	6,092	1.33
1942	67	5,610	6,377	1.24
1943	76	6,840	6,532	1.19
1944	84	7,644	6,869	1.23
1945	83	7,270	7,396	1.14
1946	77	6,278	7,349	1.23
1947	89	7,250	7,598	1.22
1948	100	7,998	7,977	1.25
1949	102	7,894	8,363	1.29
1950	95 1/	8,177 1/	4,481 1/	1.16
1951	104	9,190	4,661	1.13
1952	108	9,523	4,907	1.14
1953	120	10,009	22,073 1/	1.20

The foregoing summary reveals the fact that both revenue and kilowatt-hour sales have more than doubled since 1937.

6. Small Power and Light Sales, 1953-1952, Table 5, Page 20.

This class includes service rendered to commercial establishments, such as stores, shops, office buildings, restaurants, hotels, clubs, theaters, hospitals, garages, warehouses, etc.

Small power and light sales has continued a steady increase for the past twenty years. Revenue has increased from 33 million dollars in 1934 to over 110 million dollars in 1953, while kilowatt-hour sales has more than quadrupled during the same period. For the year 1953 revenue in this class of service accounted for 27.7% of total sales to ultimate consumers and the physical volume of sales accounted for 18.6% of the ultimate consumer kilowatt-hour sales.

For the year 1953 small power and light sales revenue amounted to $111,756,683, a 5.6% gain over the $105,850,711 reported for 1952. For the same period of comparison kilowatt-hour sales showed a gain of 6.2%, while the average number of customers registered an increase of 1.4%

1/ Figures revised in 1951 due to a reclassification of customers by Commonwealth Edison Company, also revised in 1953.

The average revenue per kilowatt-hour for the eight companies decreased from 2.58¢ in 1952 to 2.57¢ in 1953. The highest average revenue per kilowatt-hour of 3.40¢ for 1953 was recorded by Central Illinois Public Service Company and the lowest, 2.24¢ was reported by Central Illinois Light Company.

7. OTHER SALES TO PUBLIC AUTHORITIES.

(a) Comparative Sales 1953-1952, Table 7, Page 22.

This class of service includes sales to municipalities or other governmental agencies under special contracts or agreements.

Prior to 1953, this class of service accounted for only 2.2% and 3.4% of total sales to ultimate consumers in revenue and kilowatt-hours, respectively. For the year 1953 this class accounted for 6.0% of revenue and 14.7% of kilowatt-hour sales of the total sales to ultimate consumers. This large increase is due to the operation of a new company, the Electric Energy, Incorporated. This new company supplied over 2½ billion kilowatt-hours to one customer, the Atomic Energy Commission, while for 1952 the total for Other Sales to Public Authorities was only 731 million kilowatt-hours. Because of these facts, no attempt has been made to compare the 1953 data with that of 1952.

8. OTHER CLASSES OF SALES.

(a) Comparative Sales, 1953-1952, Tables 3, 6 and 8.

The textual portion of this study has thus far considered only Residential or Domestic Sales, Large Power and Light Sales, Other Sales to Public Authorities, Small Power and Light Sales and Total Sales to Ultimate Consumers. However, detailed statistical tabulations are included herein for all other classes of sales showing in detail all pertinent data, which, in the aggregate, contribute a substantial share of the total sales to ultimate consumers as well as the total aggregate operating revenue of the companies under consideration.

These classes of business together with those revenue accounts comprising other electric operating revenues, such as rent from electric property, forfeited discount and penalties, etc., are not discussed for the purpose of this study. It perhaps is appropriate to state, however, that most of them reported increases in their revenue and kilowatt-hour sales, excepting sales to Railroads and Railways which recorded decreases in both revenue and kilowatt-hour sales in 1953 as compared to the previous year.

TABLE 1.*
ILLINOIS ELECTRIC UTILITIES
SUMMARY OF ELECTRIC SALES BY CLASS OF SERVICE

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change
Total Electric Operating Revenue	$450,089,706	$401,222,329	12.2%						
Other Electric Revenues	4,647,703	3,926,721	18.4						
Total Sales of Electric Energy	445,442,003	397,295,608	12.1	29,223,658,375	24,020,611,104	21.7%	2,530,484	2,473,188	2.3%
Interdepartmental Sales	42,309	40,978	3.2	4,672,677	4,934,973	-5.3	-	-	-
Sales to Other Electric Utilities	41,823,762	34,585,130	20.9	5,769,780,776	4,835,793,806	19.3	134	121	10.7
Total Sales to Ultimate Consumers	403,575,932	362,669,500	11.3	23,449,204,922	19,179,882,325	22.3	2,530,350	2,473,067	2.3
Residential or Domestic Sales	120,443,095	112,813,836	6.8	4,184,555,228	3,866,675,336	8.2	2,077,454	2,026,783	2.5
Rural Sales	14,747,684	13,805,135	6.8	564,411,138	520,548,991	8.4	123,625	121,669	1.6
Large Power & Light Sales	120,442,252	109,203,041	10.3	10,009,493,793	9,025,249,069	10.9	22,073	21,586	2.3
Small Power & Light Sales	111,756,683	105,850,711	5.6	4,353,908,282	4,100,736,534	6.2	299,891	295,738	1.4
Pub. St. & Highway Lighting Sales	3,527,100	3,323,121	6.1	247,097,753	234,574,486	5.3	1,404	1,352	3.8
Other Sales to Public Authorities	24,445,587	8,890,313	175.0	3,450,486,811	730,940,110	372.1	5,897	5,931	-0.6
Sales to Railroads and Railways	8,213,531	8,783,343	-6.5	639,251,917	701,157,799	-8.8	6	8	-25.0

* See footnotes on supporting tables.

TABLE 1.* (Concluded)
ILLINOIS ELECTRIC UTILITIES
SUMMARY OF ELECTRIC SALES BY CLASS OF SERVICE

	REVENUE PER KWH 1953	% TOTAL OPERATING REVENUE 1953	% OF TOTAL SALES TO ULT. CONS. 1953 REV.	KWH
Total Electric Operating Revenue		100.00%		
Other Electric Revenues		1.03		
Total Sales of Electric Energy	1.52¢	98.97		
Interdepartmental Sales	0.91	0.01		
Sales to Other Electric Utilities	0.72	9.29		
Total Sales to Ultimate Consumers	1.72	89.67	100.00%	100.00%
Residential or Domestic Sales	2.88	26.76	29.84	17.85
Rural Sales	2.61	3.28	3.66	2.41
Large Power & Light Sales	1.20	26.76	29.84	42.69
Small Power & Light Sales	2.57	24.83	27.69	18.57
Pub. St. & Highway Lighting Sales	1.43	0.78	0.87	1.05
Other Sales to Public Authorities	0.71	5.43	6.06	14.71
Sales to Railroads and Railways	1.28	1.83	2.04	2.72

* See footnotes on supporting tables.

TABLE 2.
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change
TOTAL 7 COMPANIES	$120,443,095	$112,813,836	6.8%	4,184,555,228	3,866,675,336	8.2%	2,077,454	2,026,783	2.5%
TOTAL 7 COMPANIES, ex. of Commonwealth Edison Co.	36,817,497	34,207,968	7.6	1,286,435,114	1,175,862,029	9.4	617,173	603,778	2.2
Cent. Ill. Elec. & Gas Co.	3,290,529	3,030,521	8.6	119,732,439	108,188,745	10.7	55,661	53,499	4.0
Cent. Ill. Light Co.	4,564,614	4,273,593	6.8	193,603,269	179,374,369	7.9	83,940	82,294	2.0
Cent. Ill. Pub. Ser. Co.	10,280,479	9,676,155	6.2	301,457,834	277,856,972	8.5	168,351	166,567	1.1
Commonwealth Edison Co. 1/	83,625,598	78,605,868	7.7	2,898,120,114	690,813,307	7.7	1,460,281	1,423,005	2.6
Illinois Power Co.	14,688,671	13,549,677	8.4	511,298,567	463,439,991	10.3	233,483	227,350	2.7
Iowa-Ill. Gas & Elec. Co.	1,605,467	1,479,433	8.5	58,055,906	53,468,897	8.6	31,104	30,219	2.9
Union Elec. Power Co.	2,387,737	2,198,589	8.6	102,287,099	93,533,055	9.4	44,634	43,849	1.8

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company as of January 1, 1953; for the purpose of this report the data for 1953 and 1952 are stated on a merged basis.

TABLE 2. (Concluded)
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE PER KWH		KWH PER CUSTOMER		REVENUE PER CUSTOMER		% OF TOTAL SALES TO ULT. CONS. 1953	
	1953	1952	1953	1952	1953	1952	REV.	KWH
TOTAL 7 COMPANIES	2.88¢	2.92¢	2,014	1,908	$57.98	$55.66	29.84%	17.85%
TOTAL 7 COMPANIES, ex. of Commonwealth Edison Co.	2.86	2.91	2,084	1,948	59.66	56.66	27.27	14.28
Cent. Ill. Elec. & Gas Co.	2.75	2.80	2,151	2,022	59.12	56.65	32.06	25.01
Cent. Ill. Light Co.	2.36	2.38	2,306	2,180	54.38	51.93	30.00	21.19
Cent. Ill. Pub. Ser. Co.	3.41	3.48	1,791	1,668	61.07	58.09	34.22	24.17
Commonwealth Edison Co. 1/	2.88	2.92	1,985	1,891	57.27	55.24	31.13	20.07
Illinois Power Co.	2.87	2.92	2,190	2,038	62.91	59.60	34.00	24.38
Iowa-Ill. Gas & Elec. Co.	2.76	2.77	1,867	1,769	51.62	48.96	27.57	20.11
Union Elec. Power Co.	2.33	2.35	2,292	2,133	53.50	50.14	19.56	9.39

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company as of January 1, 1953; for the purpose of this report the data for 1953 and 1952 are stated on a merged basis.

TABLE 3.
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change
TOTAL 7 COMPANIES	$14,747,684	$13,805,135	6.8%	564,411,138	520,548,991	8.4%	123,625	121,669	1.6%
Cent. Ill. Elec. & Gas Co.	780,776	731,409	6.7	26,943,820	24,559,357	9.7	5,771	5,686	1.5
Cent. Ill. Light Co.	836,825	803,791	4.1	40,488,027	38,705,441	4.6	7,452	7,399	0.7
Cent. Ill. Pub. Ser. Co.	1,773,306	1,674,635	5.9	56,221,275	52,077,805	7.9	16,936	16,639	1.8
Commonwealth Edison Co. 1/	6,434,315	6,022,561	6.8	273,925,168	253,336,336	8.1	46,702	46,523	0.4
Illinois Power Co.	3,814,846	3,575,269	6.7	124,442,951	114,122,412	9.0	33,186	32,540	2.0
Iowa-Ill. Gas & Elec. Co.	473,793	436,909	8.4	17,599,978	16,105,157	9.3	6,341	6,168	2.8
Union Elec. Power Co.	633,823	560,561	13.1	24,789,919	21,642,483	14.5	7,237	6,714	7.8

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company January 1, 1953; for the purpose of this report the data for 1953 and 1952 are stated on a merged basis.

TABLE 3. (Concluded)
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE PER KWH		KWH PER CUSTOMER		REVENUE PER CUSTOMER	
	1953	1952	1953	1952	1953	1952
TOTAL 7 COMPANIES	2.61¢	2.65¢	4,566	4,278	$119.29	$113.46
Cent. Ill. Elec. & Gas Co.	2.90	2.98	4,669	4,319	135.29	128.63
Cent. Ill. Light Co.	2.31	2.08	5,433	5,231	112.29	108.64
Cent. Ill. Pub. Ser. Co.	3.15	3.21	3,320	3,130	104.71	100.65
Commonwealth Edison Co. 1/	2.35	2.38	5,865	5,446	137.77	129.45
Illinois Power Co.	3.06	3.13	3,750	3,507	114.95	109.87
Iowa-Ill. Gas & Elec. Co.	2.69	2.71	2,775	2,611	74.72	70.83
Union Elec. Power Co.	2.57	2.59	3,425	3,223	87.58	83.49

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company January 1, 1953; for the purpose of this report the data for 1953 and 1952 are stated on a merged basis.

TABLE 4.
ILLINOIS ELECTRIC UTILITIES
LARGE POWER & LIGHT

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% OF TOTAL SALES TO ULT.CONS. 1953	
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change	1953	1952	REV.	KWH
TOTAL 8 COMPANIES	$120,442,252	$109,203,041	10.3%	10,009,493,793	9,025,249,069	10.9%	22,073	21,586	2.3%	1.20¢	1.21¢	29.8%	42.7%
TOTAL 8 COMPANIES, ex. of Commonwealth Edison Co.	42,263,332	38,322,297	10.3	3,494,356,461	3,182,603,884	9.8	2,236	2,071	8.0	1.21	1.20	31.3	38.8
Cent. Ill. Elec. & Gas Co.	3,365,861	2,931,578	14.8	228,350,992	194,889,736	17.2	194	189	2.6	1.47	1.50	42.5	47.9
Cent. Ill. Light Co.	6,243,673	6,035,606	3.4	521,140,613	526,436,480	-1.0	340	328	3.7	1.20	1.15	41.0	57.0
Cent. Ill. Pub. Ser. Co.	8,705,953	8,355,446	4.2	594,026,048	566,618,613	4.8	945	872	8.4	1.47	1.47	29.0	47.6
Commonwealth Edison Co. 1/	78,178,920	70,880,744	10.3	6,515,137,332	5,842,645,185	11.5	19,837	19,515	1.7	1.20	1.21	29.1	45.1
Illinois Power Co.	12,870,132	11,105,944	15.9	994,363,381	852,111,212	16.7	484	428	13.1	1.29	1.30	29.8	47.4
Iowa-Ill. Gas & Elec. Co.	1,473,601	1,278,551	15.3	118,222,790	104,647,891	13.0	53	36	47.2	1.25	1.22	25.3	40.9
Produce Terminal Corp.	1,884,774	1,721,795	9.5	148,522,716	131,763,364	13.5	101	100	1.0	1.27	1.31	82.7	89.9
Union Elec. Power Co.	7,719,338	6,893,377	12.0	889,729,921	806,136,588	10.4	119	118	0.8	0.87	0.82	60.7	81.7

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company January 1, 1953; for the purpose of this report the data for 1953 and 1952 are stated on a merged basis.

TABLE 5.
ILLINOIS ELECTRIC UTILITIES
SMALL POWER & LIGHT

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change	1953	1952
TOTAL 8 COMPANIES	$111,756,683	$105,850,711	5.6%	4,353,908,282	4,100,736,534	6.2%	299,891	295,738	1.4%	2.57¢	2.58¢
TOTAL 8 COMPANIES, ex. of Commonwealth Edison Co.	29,396,300	28,024,617	4.9	1,035,923,478	987,664,351	4.9	105,601	104,565	1.0	2.84	2.84
Cent. Ill. Elec. & Gas Co.	2,507,682	2,322,126	8.0	85,461,131	77,441,846	10.4	7,370	7,262	1.5	2.93	3.00
Cent. Ill. Light Co.	3,289,749	3,090,544	6.4	146,701,455	140,851,416	4.2	11,312	11,151	1.4	2.24	2.19
Cent. Ill. Pub. Ser. Co.	8,610,383	8,273,904	4.1	253,286,619	241,662,613	4.8	34,211	34,267	-0.2	3.40	3.42
Commonwealth Edison Co. 1/	82,360,383	77,826,094	5.8	3,317,984,804	3,113,072,183	6.6	194,290	191,173	1.6	2.48	2.50
Illinois Power Co.	10,907,999	10,551,345	3.4	395,996,944	386,738,346	2.4	40,899	40,216	1.7	2.75	2.73
Iowa-Ill. Gas & Elec. Co.	1,888,384	1,730,836	9.1	74,567,708	65,837,574	13.3	5,955	5,929	0.4	2.53	2.63
Produce Terminal Corp. 2/	354,364	320,439	10.6	13,847,224	12,501,784	18.8	152	144	5.6	3.28	2.56
Union Elec. Power Co.	1,837,739	1,735,423	5.9	66,062,397	62,630,772	5.5	5,702	5,596	1.9	2.78	2.77

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company January 1, 1953; for the purpose of this report the data for 1953 and 1952 are stated on a merged basis.

2/ Account 608, Other Sales, amounting to $2,040 revenue and 51,000 kilowatt-hours for two customers in 1953 and $1,929 revenue and 51,000 kilowatt-hours for two customers in 1952, has been included in Small Power and Light Sales for the purpose of this study.

TABLE 6.
ILLINOIS ELECTRIC UTILITIES
PUBLIC STREET & HIGHWAY LIGHTING

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change	1953	1952
TOTAL 7 COMPANIES	$3,527,100	$3,323,121	6.1%	247,097,753	234,574,486	5.3%	1,404	1,352	3.8%	1.43¢	1.42¢
TOTAL 7 COMPANIES, ex. of Commonwealth Edison Co.	1,171,481	1,098,923	6.6	45,364,615	41,978,958	8.1	863	852	1.3	2.58	2.62
Cent. Ill. Elec. & Gas Co.	117,147	113,085	3.6	4,846,110	4,732,757	2.4	50	49	2.0	2.42	2.39
Cent. Ill. Light Co.	241,667	234,418	3.1	9,590,071	9,235,193	3.8	39	38	2.6	2.52	2.54
Cent. Ill. Pub. Ser. Co.	329,363	316,686	4.0	15,307,930	14,247,967	7.4	387	386	0.2	2.15	2.22
Commonwealth Edison Co. 1/	2,355,619	2,224,198	5.9	201,733,138	192,595,528	4.7	541	500	8.2	1.22	1.15
Illinois Power Co.	275,172	235,066	17.1	9,027,098	7,241,171	24.7	323	316	2.2	3.05	3.25
Iowa-Ill. Gas & Elec. Co.	91,266	89,383	2.1	2,426,241	2,448,077	-0.9	11	10	10.0	3.76	3.65
Union Elec. Power Co.	116,866	110,285	16.5	4,167,165	4,073,793	2.3	53	53	0.0	2.80	2.71

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company as of January 1, 1953; for the purpose of this report the data for 1953 and 1952 are stated on a merged basis.

TABLE 7.
ILLINOIS ELECTRIC UTILITIES
OTHER SALES TO PUBLIC AUTHORITIES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change	1953	1952
TOTAL 9 COMPANIES	$24,445,587	$8,890,313	175.0%	3,450,486,811	730,940,110	372.1%	5,897	5,931	-0.6%	0.71¢	1.22¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	16,751,454	2,077,487	706.3	2,834,527,436	188,205,658	1,406.1	510	496	2.8	0.32	1.10
Cent. Ill. Elec. & Gas Co.	200,995	195,296	2.9	13,495,311	13,101,457	10.6	133	131	1.5	1.48	1.49
Cent. Ill. Light Co.	39,441	34,977	12.8	2,261,650	1,863,152	21.4	8	7	14.3	1.74	1.88
Cent. Ill. Pub. Ser. Co.	342,063	330,227	3.6	26,820,513	25,873,653	3.7	184	177	3.9	1.28	1.28
Commonwealth Edison Co. 1/	7,684,133	6,812,826	12.8	615,959,375	542,734,452	13.5	5,387	5,435	-0.9	1.25	1.26
Electric Energy, Inc.	15,425,222	782,125	2/	2,727,702,746	83,323,389	2/	1	1	0.0	0.57	0.94
Illinois Power Co.	401,861	384,488	4.5	41,507,087	39,677,168	4.6	166	162	2.5	0.97	0.97
Iowa-Ill. Gas & Elec. Co.	290,830	286,201	1.6	17,829,669	18,964,369	-6.0	6	6	0.0	1.63	1.51
Produce Terminal Corp.	39,276	41,826	-6.1	2,791,906	3,148,943	-11.3	4	4	0.0	1.41	1.33
Union Elec. Power Co.	21,766	22,347	-2.6	2,118,654	2,253,527	-6.0	8	8	0.0	1.03	0.99

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company as of January 1, 1953; for the purpose of this report the data for 1953 and 1952 are stated on a merged basis.
2/ Only relatively small sales in 1952, therefore the percentage change not comparable.

TABLE 8.
ILLINOIS ELECTRIC UTILITIES
SALES TO RAILROADS & RAILWAYS

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change	1953	1952
TOTAL 2 COMPANIES	$8,213,531	$8,783,343	-6.5%	639,251,917	701,157,799	-8.8%	6	8	-25.0%	1.28¢	1.25¢
Commonwealth Edison Co. 1/	7,965,362	8,406,720	-5.3	618,883,114	669,592,269	-7.6	5	5	0.0	1.29	1.25
Illinois Power Co.	248,169	376,623	-34.1	20,368,803	31,565,530	-35.5	1	3	-66.7	1.22	1.19

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company as of January 1, 1953; for the purpose of this report the data for 1953 and 1952 are stated on a merged basis.

TABLE 9.
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS*

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change	1953	1952
TOTAL 9 COMPANIES	$403,575,932	$362,669,500	11.3%	23,449,204,922	19,179,882,325	22.3%	2,530,350	2,473,067	2.3%	1.72¢	1.89¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	134,971,602	111,890,489	20.6	9,007,461,877	5,875,093,065	53.3	803,307	786,911	2.1	1.50	1.90
Cent. Ill. Elec. & Gas Co.	10,262,990	9,324,015	10.1	478,829,803	422,913,898	13.2	69,179	66,816	3.5	2.14	2.20
Cent. Ill. Light Co.	15,215,969	14,472,929	5.1	913,785,085	896,466,051	2.0	103,091	101,217	1.9	1.67	1.61
Cent. Ill. Pub. Ser. Co.	30,041,547	28,627,053	4.9	1,247,120,219	1,178,337,623	5.8	221,014	218,908	1.0	2.41	2.43
Commonwealth Edison Co. 1/	268,604,330	250,779,011	7.5	14,441,743,045	13,304,789,260	8.5	1,727,043	1,686,156	2.4	1.86	1.88
Electric Energy, Inc.	15,425,222	782,125	2/	2,727,702,746	85,323,389	2/	1	1	0.0	0.57	0.94
Illinois Power Co.	43,206,850	39,778,412	11.1	2,097,004,831	1,894,895,830	10.7	308,542	301,015	2.5	2.06	2.10
Iowa-Ill. Gas & Elec. Co.	5,823,341	5,301,313	9.8	288,702,292	261,471,965	10.8	43,470	42,368	2.6	2.02	2.03
Produce Terminal Corp.	2,278,414	2,084,060	9.3	165,161,846	147,414,091	12.0	257	248	3.6	1.38	1.41
Union Elec. Power Co.	12,717,269	11,520,582	10.4	1,089,155,055	990,270,218	10.0	57,753	56,338	2.5	1.17	1.16

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company as of January 1, 1953; for the purpose of this report the data for 1953 and 1952 are stated on a merged basis.

2/ Only relatively small sales in 1952, therefore the percentage change not comparable.

TABLE 10.
ILLINOIS ELECTRIC UTILITIES
SALES TO OTHER ELECTRIC UTILITIES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change	1953	1952
TOTAL 8 COMPANIES	$41,823,762	$34,585,130	20.9%	5,769,780,776	4,835,793,806	19.3%	134	121	10.7%	0.72¢	0.72¢
TOTAL 8 COMPANIES, ex. of Commonwealth Edison Co.	37,743,084	31,033,918	21.6	5,296,500,830	4,418,329,233	19.9	123	111	10.8	0.71	0.70
Cent. Ill. Elec. & Gas Co.	11,425	1,430	698.9	1,038,600	130,000	698.9	1	-	-	1.10	1.10
Cent. Ill. Light Co.	1,596,156	485,540	228.7	189,474,638	54,479,980	247.8	6	6	0.0	0.84	0.89
Cent. Ill. Pub. Ser. Co.	5,938,114	3,300,242	79.9	725,350,606	386,776,026	87.5	80	74	8.1	0.82	0.85
Commonwealth Edison Co. 1/	4,080,678	3,551,212	14.9	473,279,946	417,464,573	13.6	11	10	10.0	0.86	0.85
Electric Energy, Inc.	35,016	464,960	-92.5	6,470,000	78,100,000	-91.7	1	1	0.0	0.54	0.60
Illinois Power Co.	4,419,131	1,909,290	157.6	529,256,791	211,700,428	150.0	31	26	19.2	0.83	0.90
Iowa-Ill. Gas & Elec. Co.	255,034	222,249	14.8	25,110,000	22,621,000	11.0	1	1	0.0	1.02	0.98
Union Elec. Power Co.	25,488,208	24,650,207	3.4	3,819,800,195	3,664,521,799	7.0	3	3	0.0	0.64	0.67

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company as of January 1, 1953; for the purpose of this report the data for 1953 and 1952 are stated on a merged basis.

TABLE 11.
ILLINOIS ELECTRIC UTILITIES
INTERDEPARTMENTAL SALES

	REVENUE			KILOWATT-HOURS			REVENUE PER KWH	
	1953	1952	% Change	1953	1952	% Change	1953	1952
TOTAL 3 COMPANIES	$42,309	$40,978	3.2%	4,672,677	4,934,973	-5.3%	0.91¢	0.83¢
Cent. Ill. Light Co.	7,333	7,096	3.3	328,188	313,203	4.8	2.23	2.27
Illinois Power Co.	1,562	3,468	-55.0	313,489	566,570	-44.7	0.50	0.61
Produce Terminal Corp.	33,414	30,414	9.9	4,031,000	4,055,200	-0.6	0.83	0.75

TABLE 12.
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES OF ELECTRIC ENERGY

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change	1953	1952
TOTAL 9 COMPANIES	$445,442,003	$397,295,608	12.1%	29,223,658,375	24,020,611,104	21.7%	2,530,484	2,473,188	2.3%	1.52¢	1.65¢
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	172,756,995	142,965,385	20.8	14,308,635,384	10,298,357,271	38.9	803,430	787,022	2.1	1.21	1.39
Cent. Ill. Elec. & Gas Co.	10,274,415	9,325,445	10.2	479,868,403	423,043,898	13.4	69,180	66,816	3.5	2.14	2.20
Cent. Ill. Light Co.	16,819,458	14,965,565	12.4	1,103,587,911	951,259,234	16.1	103,097	101,223	1.9	1.52	1.57
Cent. Ill. Pub. Ser. Co.	35,979,662	31,927,295	12.7	1,972,470,825	1,565,113,649	26.0	221,094	218,982	0.9	1.82	2.04
Commonwealth Edison Co. 1/	272,685,008	254,330,223	7.2	14,915,022,991	13,722,253,833	8.7	1,727,054	1,686,166	2.4	1.82	1.85
Elec. Energy, Inc.	15,460,238	1,247,085	2/	2,734,172,746	161,423,389	2/	2	2	0.0	0.57	0.77
Illinois Power Co.	47,627,543	41,691,170	14.2	2,626,575,111	2,107,162,828	24.6	308,573	301,041	2.5	1.81	1.98
Iowa - Ill. Gas & Elec. Co.	6,078,375	5,523,562	10.0	313,812,292	284,092,965	10.5	43,471	42,369	2.6	1.94	1.94
Produce Terminal Corp.	2,311,827	2,114,474	9.3	169,192,846	151,469,291	11.7	257	248	3.6	1.37	1.40
Union Elec. Power Co.	38,205,477	36,170,789	5.6	4,908,955,250	4,654,792,017	5.5	57,756	56,341	2.5	0.78	0.78

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company as of January 1, 1953; for the purposes of this report the data for 1953 and 1952 are stated on a merged basis.
2/ Only relatively small sales in 1952, therefore the percentage change not comparable.

TABLE 13.
ILLINOIS ELECTRIC UTILITIES
OTHER ELECTRIC OPERATING REVENUE

	REVENUE		
	1953	1952	% Change
TOTAL 8 COMPANIES	$4,647,703	$3,926,721	18.4%
TOTAL 8 COMPANIES, ex. of Commonwealth Edison Co.	1,783,158	1,117,547	59.6
Cent. Ill. Elec. & Gas Co.	68,156	64,761	5.2
Cent. Ill. Light Co.	139,172	125,924	10.5
Cent. Ill. Public Ser. Co.	121,201	118,098	2.6
Commonwealth Edison Co.	2,864,545	2,809,174	2.0
Illinois Power Co.	370,318	358,859	3.2
Iowa-Ill. Gas & Elec. Co.	147,347	149,966	-1.8
Produce Terminal Corp.	1,694	1,506	12.5
Union Elec. Power Co.	935,270	298,433	213.39

TABLE 14.
ILLINOIS ELECTRIC UTILITIES
TOTAL ELECTRIC OPERATING REVENUE

	REVENUE		
	1953	1952	% Change
TOTAL 9 COMPANIES	$450,089,706	$401,222,329	12.2%
TOTAL 9 COMPANIES, ex. of Commonwealth Edison Co.	174,540,153	144,082,932	21.1
Cent. Ill. Elec. & Gas Co.	10,342,571	9,390,206	10.1
Cent. Ill. Light Co.	16,958,630	15,091,489	12.4
Cent. Ill. Pub. Ser. Co.	36,100,863	32,045,393	12.7
Commonwealth Edison Co. 1/	275,549,553	257,139,397	7.2
Electric Energy, Inc.	15,460,238	1,247,085	2/
Illinois Power Co.	47,997,861	42,050,029	14.1
Iowa-Ill. Gas & Elec. Co.	6,225,722	5,673,528	9.7
Produce Terminal Co.	2,313,521	2,115,980	9.3
Union Elec. Power Co.	39,140,747	36,469,222	7.3

1/ See footnote 1 on supporting tables.

2/ Relatively small sales in 1952, therefore percentage change not comparable.

TABLE 15.
TRENDS IN ELECTRIC SALES
BY
NINE LARGE ELECTRIC UTILITIES
1933-1953

Year	REVENUE (Millions)			KILOWATT-HOURS (Millions)			CUSTOMERS (Thousands)			AVERAGE REVENUE PER KWH		
	Residential Sales *	Other Sales	Total Sales to Ult. Cons.	Residential Sales *	Other Sales	Total Sales to Ult. Cons.	Residential Sales *	Other Sales	Total Sales to Ult. Cons.	Residential Sales *	Other Sales	Total Sales to Ult. Cons.
1933	46 1/	82	128 1/	878	4,151	5,029	1,422	287	1,709	5.24	1.97	2.54
1934	48 1/	85	133 1/	937	4,474	5,411	1,464	281	1,745	5.08	1.90	2.45
1935	49 1/	89	138 1/	1,011	4,760	5,771	1,493	279	1,772	4.89	1.87	2.40
1936	51 1/	97	148 1/	1,087	5,442	6,528	1,524	287	1,811	4.70	1.78	2.27
1937	53	104	157	1,218	5,933	7,151	1,558	288	1,846	4.32	1.76	2.20
1938	55	102	157	1,310	5,393	6,703	1,581	298	1,879	4.19	1.89	2.34
1939	57	108	165	1,392	6,018	7,410	1,608	305	1,913	4.06	1.80	2.22
1940	59	116	175	1,500	6,629	8,129	1,638	315	1,953	3.96	1.75	2.16
1941	62	127	189	1,604	7,592	9,196	1,673	325	1,998	3.90	1.66	2.06
1942	64	134	198	1,672	8,476	10,148	1,705	326	2,031	3.86	1.58	1.95
1943	66	143	209	1,737	9,775	11,512	1,718	315	2,033	3.80	1.46	1.81
1944	68	151	219	1,806	10,613	12,419	1,727	318	2,045	3.76	1.43	1.76
1945	72	154	226	1,949	10,344	12,293	1,765	334	2,099	3.69	1.49	1.84
1946	74	157	231	2,162	9,736	11,898	1,797	354	2,151	3.42	1.61	1.94
1947	76	178	254	2,341	11,127	13,468	1,782	397	2,179	3.25	1.60	1.89
1948	82	198	280	2,594	12,110	14,704	1,823	411	2,234	3.17	1.63	1.90
1949	89	208	295	2,854	12,187	15,041	1,875	423	2,298	3.11	1.71	1.96
1950	96	224	320	3,148	13,462	16,610	1,925	433	2,358	3.04	1.67	1.92
1951	101	238	339	3,399	14,681	18,080	1,972	440	2,412	2.97	1.62	1.87
1952	113	249	362	3,867	15,230	19,097	2,026	446	2,473	2.92	1.64	1.90
1953	120	284	404	4,185	19,264	23,449	2,077	453	2,530	2.88	1.47	1.72

* Exclusive of the Produce Terminal Corporation, which reports no residential sales.
1/ Includes forfeited discounts.

William G. Stratton, Governor

ILLINOIS GAS UTILITIES
A Comparative Study of 1953 Sales

Research Bulletin No. 52

George R. Perrine, Chairman
Cyrus J. Colter
Jesse L. Simpson
June G. Van Keuren
William Vicars, Commissioners
Thomas A. Graham, Secretary

ACCOUNTS AND FINANCE SECTION
Division of Reports
ILLINOIS COMMERCE COMMISSION

7 (A-18015)

Research Bulletin No. 52

ILLINOIS GAS UTILITIES

A Comparative Study of 1953 Sales

As Reported by the Ten Largest Illinois Gas Utilities which Account for Approximately 98% of All Gas Sold to Ultimate Consumers in Illinois Under the Jurisdiction of the Illinois Commerce Commission

ILLINOIS COMMERCE COMMISSION
Division of Reports
Accounts and Finance Section

ILLINOIS COMMERCE COMMISSION
Accounts and Finance Section
Springfield, Illinois

June 18, 1954

Hon. George R. Perrine, Chairman
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

I am transmitting to you herewith Research Bulletin No. 52 entitled "Illinois Gas Utilities, A Comparative Study of 1953 Sales" prepared by the Accounts and Finance Section-Division of Reports under the supervision of Mr. E. L. Peck.

Yours very truly,

Fred Kleinman

FRED KLEINMAN, Chief
Accounts and Finance

ILLINOIS COMMERCE COMMISSION
Division of Reports
Accounts and Finance Section
Springfield, Illinois

June 18, 1954

Mr. Fred Kleinman, Chief
Accounts and Finance Section
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

This study, Research Bulletin No. 52 entitled "Illinois Gas Utilities, A Comparative Study of 1953 Sales" is herewith transmitted by the Division of Reports, Accounts and Finance Section. This bulletin provides a timely analysis of gas sales for the year 1953 as compared to 1952.

The textual portion of the study reviews briefly the principal points of interest derived from the tabulations made during the comparison. There has been no attempt to determine the reasonableness or unreasonableness of the material given, but in a few instances there have been statements given to clarify questionable data.

The statistical tables form the basic part of this study and constitute a permanent reference in regard to comparative sales by the companies during the past two years.

Yours very truly,

E. L. Peck

E. L. PECK, Chief
Division of Reports

TABLE OF CONTENTS

LIST OF TABLES

INTRODUCTORY CONSIDERATIONS

1. Scope of Study

This analysis presents a comparison of 1953 gas sales with those for the year 1952, with respect to the ten largest public utilities furnishing gas service in the State of Illinois. This study confines itself solely to those ten companies, whose total gas sales accounts for approximately 98% of the total sales in this State. The companies included are:

Central Illinois Electric and Gas Company
Central Illinois Light Company
Central Illinois Public Service Company
Commonwealth Edison Company
Illinois Power Company
Iowa-Illinois Gas and Electric Company
North Shore Gas Company
The Peoples Gas Light and Coke Company
Union Electric Power Company
Union Gas & Electric Company

Included in this study are basic statistical tables Nos. 1 to 12 providing detailed data necessary for a comparative study of gas sales. Tables Nos. 2 to 10 inclusive, show data for both 1953 and 1952 together with computations showing percentage changes in 1953 over 1952, average revenue per therm, therms per customer and average revenue per customer in each of several classifications. In addition, there is also tabulated a summary of the aggregate total for all companies, both inclusive and exclusive of The Peoples Gas Light and Coke Company.

2. Sources of Information.

The basic source of sales data shown in the various tables is supplied by each of the ten companies heretofore mentioned and is taken from their reports for the twelve months ending December 31, 1953, (Form C, 1943 Revision). These reports are preliminary and are filed subject to audit before the final annual reports are received. Past experience indicates that only minor changes may be expected with respect to sales data reported in monthly statements and the preliminary annual report for the year referred to above.

3. Accounting Considerations

All of the companies considered by this study follow the Uniform System of Accounts as prescribed in the Commission's General Order 143. This system of accounts includes an item designated as Account 607-Interdepartmental Sales. For the purpose of this study, as in prior Research Bulletins, these interdepartmental sales have not been considered as sales to ultimate consumers. Also provided by the Uniform System of Accounts is Account 608-Other Sales, which does not affect this study for the reason that none of the ten companies reported such sales.

4. Other Considerations

The segregation of Residential Sales exclusive of Space-heating (Table 2) and Residential Space-heating sales (Table 3) must be interpreted in the light of the fact that Residential Space-heating sales includes all sales made through one meter a combination rate for all domestic purposes including Space-heating and are accounted for entirely as space-heating sales, whereas Residential Sales, exclusive of Space-heating, includes only those sales of gas to residential customers that are not classified as residential Space-heating customers.

It should be noted that a comparison between companies should be viewed in the light of the fact that operating conditions, operating practices, rate structures and the application of statistical methods and summaries may differ in various companies.

This study continues the policy of only setting forth the facts as determined by the statistical tables and no attempt has been made to criticize the data reported.

GAS SALES BY CLASS OF SERVICE

1. Comparative Consolidated Summary, Table 1, pages 9 and 10.

This table summarizes the total revenue, therm sales and the average number of customers for each class of service, together with the relative ratios and percentage of change in 1953 sales as compared with those of 1952. Discussion of this information is confined to that for the more important classes of service that follow.

2. Total Operating Revenue, Table 12, page 24.

The total operating revenue of the ten companies rose from $143,074,639 in 1952 to $158,769,702 in 1953, an increase of 11.0%. Exclusive of The Peoples Gas Light and Coke Company's operations the total operating revenue increased from $78,325,092 in 1952 to $89,306,702 in 1953 a gain of 14.0%. This would indicate that the rate of increase for the principal metropolitan area in Illinois was considerably less than for the rest of the State. All of the ten companies reported increases ranging from a low of 2.0% for Union Electric Power Company to a high of 21.3% for Central Illinois Public Service Company.

3. Other Gas Operating Revenue, Table 11, page 23.

This classification ordinarily consists chiefly of customers forfeited discounts and rents and accounts for only approximately 1.5% of total operating revenue.

4. Total Gas Sales, Table 10, page 22.

Sales in this table include sales to ultimate consumers and interdepartmental sales. The behavior of this account is, substantially the same as total sales to ultimate consumers account, because the interdepartmental sales account for only 0.40% of total gas operating revenue.

Revenue from total gas sales for the ten companies amounted to $156,374,183 in 1953, an increase of 10.9% over the $140,952,939 reported for the year 1952. Therm sales rose 8.6% while the average number of customers increased 2.7%.

5. Interdepartmental Sales, Table 9, page 21.

The only three companies reporting such sales for the year 1953, were Central Illinois Light Company, Illinois Power Company and Iowa-Illinois Gas and Electric Company, two of the three reported increases in this classification in revenue and therm sales.

6. Total Sales to Ultimate Consumers, Table 8, page 20.

During the period under review, revenue from the sales of gas to ultimate consumers totalled $155,733,307 in 1953, a 10.8% gain over the $140,606,965 reported for the year 1952. All of the companies reported increases in revenue ranging from a low

of 1.9% for the Union Electric Power Company to a high of 21.3% for the Central Illinois Public Service Company.

Exclusive of The Peoples Gas Light and Coke Company, the aggregate revenue in 1953 amounted to $87,084,176 with total therm sales of 1,331,480,024. The average number of customers increased from 811,193 to 850,336. These results represent an increase of 13.7%, 13.0% and 4.8% in revenue, therm sales and average number of customers, respectively, as compared to similar data for 1952.

Total sales to ultimate consumers represent the most accurate index of gas sales that can be reasonably obtained and for the purpose of this report has been used as the common denominator for measuring the relative importance of consumer sales. The percentage of change recorded in gas sales to ultimate consumers during the period under review has been affected by increased use of gas in the industrial field. Residential space-heating sales also accounted for a large part of this increase. It is noted that the total industrial sales account for 49 percent of the total therms sold to ultimate consumers while the revenue accounts for only 25 percent.

Average revenue per therm increased from 6.24¢ in 1952 to 6.40¢ in 1953. Exclusive of The Peoples Gas Light and Coke Company's sales data, the average revenue per therm increased from 6.50¢ in 1952 to 6.54¢ in 1953. Five of the ten companies recorded decreases in revenue per therm ranging from 2.21¢ to 0.08¢, while the other five companies showed increases ranging from 0.09¢ to 0.75¢ per therm.

7. Residential Sales, Exclusive of Space-heating, Table 2, pages 11 and 12.

The sales of gas to residential customers for all domestic purposes other than Space-heating is included in this class of service. (See Table 3, pages 13 and 14).

Residential Sales, exclusive of Space-heating in 1953, accounted for 28.5% of the revenue from total sales to ultimate consumers for the ten companies included in this study, while the therm sales in this classification accounted for only 14.2% of the total therms sold to ultimate consumers. This class of service includes 72.7% of the total gas customers in the State. These

percentages indicate that residential sales is one of the principal sources of revenue, although consuming about one-seventh of the gas sold to ultimate consumers.

Revenue from Residential Sales, exclusive of Space-heating sales, rose from $44,242,620 in 1952 to $44,337,844 in 1953, an increase of 0.2%. During the same period of comparison therm sales recorded an increase of 0.7%, while the average number of customers showed a decrease of 2.3%. Seven of the ten companies recorded decreases in revenue, five in therm sales and eight in average number of customers. The decrease in average number of customers is due to the reclassification of customers from Residential Sales exclusive of Space-heating to Residential Space-heating where one meter is used for both services.

Exclusive of The Peoples Gas Light and Coke Company's sales data the remaining companies aggregate revenue showed a decrease of 3.6%, while the therm sales recorded a decrease of 3.1% with number of customers decreasing 4.5%.

Average revenue per therm dropped from 12.87¢ in 1952 to 12.80¢ in 1953, a decrease of 0.07¢. For the ten companies revenue per therm ranged from a low of 11.45¢ for Central Illinois Light Company to a high of 20.50¢ for Union Gas & Electric Company.

Average use per customer rose from 256 in 1952 to 264 therms in 1953. Of the individual companies, Union Gas and Electric company recorded a low usage of 196 therms per customer as compared to a high usage of 320 therms for the North Shore Gas Company. Eight of the ten companies registered gains in usage per customer ranging from a low of one therm to a high of twenty-four therms per customer. Two companies usage remained the same.

Average revenue per customer showed an increase of 2.6% or from $32.92 in 1952 to $33.79 in 1953. Revenue per customer for the ten companies during 1953 ranged from a low of $30.28 for the Central Illinois Light Company to $48.18 for the North Shore Gas Company.

8. <u>Residential Space-heating Sales, Table 3 pages 13 and 14.</u>

It should be noted that the indicated percent increase in number of customers served, is due to the increased supply of

natural gas.

Although only twenty-one percent of ultimate consumer customers used gas for space-heating, this class of service accounted for 35.6% of total revenue from sales to ultimate consumers; it also accounted for 27.18% of total ultimate consumer therm sales.

Total revenue from Residential Space-heating sales amounted to $55,522,614 in 1953 an increase of 21.9% from the $45,532,168 reported in 1952. Therm sales increased from 558,818,861 in 1952 to 661,820,493 in 1953, an increase of 18.4% while the average number of customers showed an increase of 24.8%.

In 1953, 385,467 Residential Space-heating customers paid an average of 8.39¢ per therm for service as compared with an average of 8.15¢ per therm in 1952. Average usage per customer decreased from 1,809 therms in 1952 to 1,716 in 1953. The average annual bill decreased from $147.41 in 1952 to $144.04 in 1953 an average decrease of $3.37 per customer.

9. Commercial Sales, Table 4, pages 15 and 16.

This class of service in the aggregate accounted for approximately 10.7% of the revenue and 9.1% of the therms sold out of total revenue and sales to ultimate consumers during 1953.

Included in this classification are sales for space-heating, off-peak water heating and a wide variety of other so-called commercial uses. During the period under comparison the revenue and therm sales showed an increase of 5.8% and 2.5%, respectively, while the average number of customers increased 1.7%. A total of 94,056 customers in 1953 paid an average of 7.43¢ per therm for an average consumption of 2,351 therms with an average annual bill of $174.60. For the ten companies, exclusive of The Peoples Gas Light and Coke Company, the average revenue was 8.48¢ per therm, with an average annual consumption per customer of 1,945 therms and an annual average revenue of $164.84 from 52,187 customers.

10. Industrial Non-interruptible Sales, Table 5, page 17.

Gas sold to customers in this classification includes firm gas sold for manufacturing and other industrial purposes.

Industrial Non-interruptible sales revenue increased from

$17,747,009 in 1952 to $20,535,221 in 1953, a gain of 15.7% while therm sales rose from 382,180,025 to 424,215,794 a rise of 10.9%. The average number of customers recorded an increase of 0.4% for the same period of comparison. Excluding The Peoples Gas Light and Coke Company's operations from the totals, the remaining companies registered increases in revenue and therm sales of 13.8% and 16.5%, respectively, while the average number of customers increased 3.8%.

Revenue per therm for the combined ten companies averaged 4.84¢ in 1953, a rise of 0.20¢ from the average of 4.64¢ reported in 1952, while the individual company's average ranged from a low of 4.08¢ for Union Electric Power Company to a high of 8.89¢ for the Union Gas and Electric Company.

11. Industrial Interruptible Sales, Table 6, page 18.

Gas sold in this class of service accounted for 12.0% of total ultimate consumer revenue, while it represented 32.0% of total therms sold. The total Industrial Interruptible customers averaged 188 for the year which was less than one-tenth of one percent of the total ultimate consumers. It is evident from the above statement that this class of service is the largest consumer of gas and ranking fourth in terms of revenue.

The reason for the comparatively small amount of revenue as compared to the therm sales for this class of service is due to the relatively low rates under which this type of service is furnished.

Therm Sales for 1953 totalled 777,989,649 therms as compared to 748,988,630 in 1952, an increase of 3.9%. Revenue increased from $17,380,748 in 1952 to $18,719,630 in 1953, a gain of $1,338,882 or 7.7%, the average number of customers increased 18.2%.

For the individual companies only one, The Peoples Gas Light & Coke Company registered a decrease in revenue and therm sales, Commonwealth Edison Company recorded a decrease in average number of customers.

For all companies the average revenue per therm increased from 2.32¢ in 1952 to 2.41¢ in 1953, an average increase of 0.09¢ per therm. Of the nine companies reporting this class of service

five of them recorded increases in average revenue per therm. The lowest-revenue per therm for interruptible sales was reported by The Peoples Gas Light & Coke Company, that being 2.14¢ and the highest 5.85¢ was recorded by Union Gas & Electric Company.

12. All Other Classes of Service, Table 7, page 19.

The combined Sales of Public Street and Highway Lighting and Other Sales to Public Authorities accounted for approximately one-tenth of one percent of the total revenue and therm sales to ultimate consumers.

Only three companies with one customer each, reported Public Street and Highway Lighting Sales. Total revenue of these three companies amounted to $3,446 during 1953.

The two companies reporting Other Sales to Public Authorities recorded an aggregate revenue of $191,601.

The total revenue for both Public Street and Highway Lighting and OtherSales to Public Authorities amounted to $196,047 in 1953, an increase of 11.6% over 1952 revenues. The therm sales increased from 2,574,889 in 1952 to 3,102,837 in 1953, a gain of 20.5%.

TABLE 1.
ILLINOIS GAS UTILITIES *
GAS SALES BY CLASS OF SERVICE

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change
TOTAL GAS OPERATING REVENUES	$158,769,702	$143,074,639	11.0%						
Other Gas Sales	2,395,519	2,121,700	12.9						
Total Gas Sales	156,374,183	140,952,939	10.9	2,462,309,983	2,267,134,121	8.6%	1,804,141	1,757,323	2.7%
Interdepartmental Sales	640,876	345,974	85.2	27,771,958	14,967,182	85.5	1	1	0.0
Total Sales to Ultimate Consumers	155,733,307	140,606,965	10.8	2,434,538,025	2,252,166,939	8.1	1,804,140	1,757,322	2.7
Residential Sales, ex. of Space-htg.	44,337,844	44,242,620	0.2	346,309,414	343,873,748	0.7	1,312,457	1,343,912	-2.3
Residential Space-heating Sales	55,522,614	45,532,168	21.9	661,820,493	558,818,861	18.4	385,467	308,884	24.8
Total Commercial Sales	16,421,951	15,528,684	5.8	221,099,838	215,730,786	2.5	94,056	92,461	1.7
Industrial Non-Interruptible	20,535,221	17,747,009	15.7	424,215,794	382,180,025	10.9	10,988	10,945	0.4
Industrial Interruptible	18,719,630	17,380,748	7.7	777,989,649	748,988,630	3.9	188	159	18.2
All Other Sales	187,867	167,899	11.6	3,056,602	2,528,422	20.5	955	932	2.4

* Ten large companies. See page 1 for list.

TABLE 1. (Concluded)
ILLINOIS GAS UTILITIES*
GAS SALES BY CLASS OF SERVICE

	REVENUE PER THERM 1953	% TOTAL OPERATING REVENUE 1953	% TOTAL SALES TO ULTIMATE CONSUMERS 1953 REV.	THERMS
TOTAL GAS OPERATING REVENUES		100.00%		
Other Gas Sales		1.51		
Total Gas Sales	6.35¢	98.49		
Interdepartmental Sales	2.31	0.40		
Total Sales to Ultimate Consumers	6.40	98.09	100.00%	100.00%
Residential Sales, ex. of Space-htg.	12.80	27.93	28.47	14.22
Residential Space-heating Sales	8.39	34.97	35.65	27.18
Total Commercial Sales	7.43	10.34	10.55	9.08
Industrial Non-Interruptible	4.84	12.94	13.19	17.42
Industrial Interruptible	2.41	11.79	12.02	31.96
All Other Sales	6.32	0.12	0.12	0.14

* Ten large companies. See page 1 for list.

TABLE 2.
ILLINOIS GAS UTILITIES
RESIDENTIAL SALES, EXCLUSIVE OF SPACE-HEATING

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change
TOTAL 10 COMPANIES	$44,337,844	$44,242,620	0.2%	346,309,414	343,873,748	0.7%	1,312,457	1,343,912	-2.3%
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	18,648,522	19,343,931	-3.6	127,923,131	132,008,049	-3.1	523,981	548,398	-4.5
Cent. Ill. Elec. & Gas Co.	1,188,384	1,203,792	-1.3	6,855,275	7,036,490	-2.6	31,555	32,216	-2.1
Cent. Ill. Light Co.	1,028,497	1,199,638	-14.3	8,984,738	10,490,236	-14.4	33,966	40,400	-15.9
Cent. Ill. Pub. Ser. Co.	830,682	877,712	-5.4	4,738,995	5,076,751	-6.7	23,340	25,118	-7.1
Illinois Power Co.	3,698,111	3,780,986	-2.2	22,378,288	22,107,808	1.2	98,719	103,356	-4.5
Iowa-Ill. Gas & Elec. Co.	565,126	617,863	-9.5	4,360,666	4,664,450	-6.5	17,527	18,766	-6.6
North Shore Gas Co.	1,205,894	1,272,900	-5.3	8,936,424	8,662,456	3.2	27,925	27,719	0.7
The Peoples Gas Lt. & Coke Co.	25,689,322	24,898,689	3.2	218,386,283	211,865,699	3.5	788,476	795,514	-0.9
Union Elec. Power Co.	176,597	160,090	10.3	1,081,370	967,605	11.8	5,079	4,903	3.6
Union Gas & Elec. Co.	400,757	384,563	4.2	1,949,984	1,772,249	10.0	9,946	10,304	-3.5
Commonwealth Edison Co. 1/	9,554,474	9,846,387	-3.0	68,637,391	71,230,004	-3.6	275,924	285,616	-3.4

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company January 1, 1953; for purposes of this report the data for 1953 and 1952 are stated on a merged basis.

TABLE 2. (Concluded)
ILLINOIS GAS UTILITIES
RESIDENTIAL SALES, EXCLUSIVE OF SPACE-HEATING

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER	
	1953	1952	1953	1952	1953	1952
TOTAL 10 COMPANIES	12.80¢	12.87¢	264	256	$33.79	$32.92
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	14.58	14.65	244	241	35.59	35.27
Cent. Ill. Elec. & Gas Co.	17.33	17.11	217	218	37.66	37.37
Cent. Ill. Light Co.	11.45	11.43	265	260	30.28	29.69
Cent. Ill. Pub. Ser. Co.	17.53	17.29	203	202	35.59	34.94
Illinois Power Co.	16.52	17.10	228	214	37.46	36.58
Iowa-Ill. Gas & Elec. Co.	12.96	13.25	249	249	32.24	32.92
North Shore Gas Co.	13.49	14.69	320	313	48.18	45.92
The Peoples Gas Lt. & Co.	11.76	11.75	277	266	32.58	31.30
Union Elec. Power Co.	16.33	16.54	213	197	34.77	32.65
Union Gas & Elec. Co.	20.55	21.70	196	172	40.29	37.32
Commonwealth Edison Co. 1/	13.92	13.96	249	249	34.63	34.47

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company January, 1953; for purposes of this report the data for 1953 and 1952 are stated on a merged basis.

TABLE 3.
ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE-HEATING SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change
TOTAL 10 COMPANIES	$55,522,614	$45,532,168	21.9%	661,820,493	558,818,861	18.4%	385,467	308,884	24.8%
TOTAL 10 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	39,743,436	31,776,938	25.1	468,622,496	384,678,102	21.8	269,847	208,490	29.4
Cent. Ill. Elec. & Gas Co.	1,696,491	1,353,597	25.3	19,662,876	15,783,087	24.6	10,890	8,510	28.0
Cent. Ill. Light Co.	6,159,999	4,883,772	26.1	76,820,683	65,063,957	18.1	44,563	35,720	24.8
Cent. Ill. Pub. Ser. Co.	1,688,755	1,191,554	41.7	19,205,713	15,457,351	24.2	11,492	8,789	30.8
Illinois Power Co.	5,071,343	4,171,293	21.6	61,705,413	52,177,170	18.3	38,925	30,376	28.1
Iowa-Ill. Gas & Elec. Co.	1,363,083	1,146,533	18.9	18,333,102	15,446,543	18.7	10,766	8,596	25.2
North Shore Gas Co.	1,768,543	1,443,832	22.5	19,139,160	15,595,281	22.7	8,742	6,712	30.2
The Peoples Gas Lt. & Coke Co.	15,779,178	13,755,230	14.7	193,197,997	174,140,759	11.5	115,620	100,394	15.2
Union Elec. Power Co.	404,521	403,979	0.1	5,046,278	5,272,755	-4.3	3,374	3,262	3.4
Union Gas & Elec. Co.	215,195	125,405	71.6	1,653,359	891,648	85.4	1,050	574	82.9
Commonwealth Edison Co. 1/	21,375,506	17,056,973	25.3	247,055,912	198,990,310	24.1	140,045	105,951	32.2

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company January 1, 1953; for purposes of this report the data for 1953 and 1952 are stated on a merged basis.

TABLE 3. (Concluded)
ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE-HEATING SALES

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER	
	1953	1952	1953	1952	1953	1952
TOTAL 10 COMPANIES	8.39¢	8.15¢	1,716	1,809	$144.04	$147.41
TOTAL 10 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	8.48	8.26	1,736	1,845	147.28	152.41
Cent. Ill. Elec. & Gas Co.	8.63	8.58	1,805	1,855	155.78	159.06
Cent. Ill. Light Co.	8.02	7.51	1,724	1,821	138.23	136.72
Cent. Ill. Pub. Ser. Co.	8.79	7.71	1,671	1,759	146.95	135.57
Illinois Power Co.	8.22	7.99	1,585	1,718	130.28	137.32
Iowa-Ill. Gas & Elec. Co.	7.44	7.42	1,703	1,797	126.61	133.38
North Shore Gas Co.	9.24	9.26	2,189	2,323	202.30	215.11
The Peoples Gas Lt. & Coke Co.	8.17	7.90	1,671	1,735	136.47	137.01
Union Elec. Power Co.	8.02	7.66	1,496	1,616	119.89	123.84
Union Gas & Elec. Co.	13.02	14.06	1,575	1,553	204.95	218.48
Commonwealth Edison Co. 1/	8.69	8.57	1,764	1,878	152.63	160.99

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company January 1, 1953; for purposes of this report the data for 1953 and 1952 are stated on a merged basis.

TABLE 4.
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change
TOTAL 10 COMPANIES	$16,421,951	$15,528,684	5.8%	221,099,838	215,730,786	2.5%	94,056	92,461	1.7%
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	8,602,283	7,893,199	9.0	101,485,715	94,651,605	7.2	52,187	50,147	4.1
Cent. Ill. Elec. & Gas Co.	455,616	430,693	5.8	4,510,487	4,222,700	6.8	2,075	2,016	2.9
Cent. Ill. Light Co.	1,354,743	985,749	37.4	17,034,519	13,299,951	28.1	6,177	5,490	12.5
Cent. Ill. Pub. Ser. Co.	696,333	575,186	21.1	8,937,834	8,435,677	17.8	3,684	3,615	1.9
Illinois Power Co.	2,418,114	2,326,972	3.9	27,757,928	26,976,902	2.9	15,639	14,986	4.3
Iowa-Ill. Gas & Elec. Co.	441,047	436,115	1.1	5,975,958	5,809,901	2.8	2,735	2,644	3.4
North Shore Gas Co.	398,450	401,481	-0.8	3,575,017	3,557,971	0.5	1,621	1,583	2.4
The Peoples Gas Lt. & Coke Co.	7,819,668	7,635,485	2.4	119,614,123	121,079,181	-1.2	41,869	42,314	-1.1
Union Elec. Power Co.	135,066	134,948	0.1	1,774,286	1,846,204	-3.9	603	593	1.7
Union Gas & Elec. Co.	110,787	107,498	3.1	647,504	597,520	8.4	571	568	0.5
Commonwealth Edison Co. 1/	2,592,127	2,494,557	3.9	31,272,182	29,904,779	4.6	19,082	18,652	2.3

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company January 1, 1953; for purposes of this report the data for 1953 and 1952 are stated on a merged basis.

TABLE 4 (Concluded)
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER	
	1953	1952	1953	1952	1953	1952
TOTAL 10 COMPANIES	7.43¢	7.20¢	2,351	2,333	$174.60	$167.95
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	8.48	8.34	1,945	1,887	164.84	157.40
Cent. Ill. Elec. & Gas Co.	8.27	10.20	2,174	2,095	219.57	213.64
Cent. Ill. Light Co.	7.95	7.41	2,758	2,423	219.32	179.55
Cent. Ill. Pub. Ser. Co.	7.79	6.82	2,426	2,334	189.01	159.11
Illinois Power Co.	8.71	8.63	1,775	1,800	154.62	155.28
Iowa-Ill. Gas & Elec. Co.	7.38	7.51	2,185	2,197	161.26	164.95
North Shore Gas Co.	11.15	11.28	2,205	2,248	245.81	253.62
The Peoples Gas Lt. & Coke Co.	6.62	6.31	2,857	2,874	186.77	181.21
Union Elec. Power Co.	7.61	7.31	2,942	3,113	223.99	227.57
Union Gas & Elec. Co.	17.10	17.99	1,134	1,052	194.02	189.26
Commonwealth Edison Co. 1/	8.29	8.34	1,639	1,603	135.84	133.74

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company January 1, 1953; for purposes of this report the data for 1953 and 1952 are stated on a merged basis.

TABLE 5.
ILLINOIS GAS UTILITIES
INDUSTRIAL NON-INTERRUPTIBLE

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change	1953	1952
TOTAL 10 COMPANIES	$20,535,221	$17,747,009	15.7%	424,215,794	382,180,025	10.9%	10,988	10,945	0.4%	4.84¢	4.64¢
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	7,861,704	6,909,672	13.8	165,575,973	142,101,370	16.5	3,174	3,059	3.8	4.74	4.86¢
Cent. Ill. Elec. & Gas Co.	1,007,236	856,497	17.6	15,909,965	13,371,326	19.0	216	213	1.4	6.33	6.40
Cent. Ill. Light Co.	527,579	423,962	24.4	11,901,321	9,642,751	23.4	64	71	-9.9	4.43	4.40
Cent. Ill. Pub. Ser. Co.	47,769	337,570	-85.9	799,620	8,995,805	-91.2	5	21	-76.2	5.97	3.75
Illinois Power Co.	255,036	310,131	-17.8	4,477,760	5,701,051	-16.2	82	88	-6.8	5.70	5.43
Iowa-Ill. Gas & Elec. Co.	534,613	489,764	9.2	12,235,641	10,905,723	12.2	57	57	0.0	4.37	4.49
North Shore Gas Co.	143,609	136,945	4.9	2,099,432	1,967,359	6.7	94	87	8.0	6.84	6.96
The Peoples Gas Lt. & Coke Co.	12,673,517	10,837,337	16.9	258,639,821	240,078,655	7.7	7,814	7,886	-0.9	4.90	4.51
Union Electric Power Co.	81,226	83,128	-2.3	1,988,760	2,262,124	-12.1	6	6	0.0	4.08	3.67
Union Gas & Elec. Co.	85,279	72,712	17.3	959,223	729,183	31.5	14	13	7.7	8.89	9.97
Commonwealth Edison Co. 1/	5,179,357	4,198,963	23.3	115,204,251	88,526,048	30.1	2,636	2,503	1.3	4.49	4.74

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company January 1, 1953; for purposes of this report the data for 1953 and 1952 are stated on a merged basis.

TABLE 6.
ILLINOIS GAS UTILITIES
INDUSTRIAL INTERRUPTIBLE

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change	1953	1952
TOTAL 10 COMPANIES	$18,719,630	$17,380,748	7.7%	777,989,649	748,988,630	3.9%	188	159	18.2%	2.41¢	2.32¢
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	12,032,377	10,472,327	14.9	464,771,850	422,004,063	10.1	164	139	18.0	2.59	2.48
Cent. Ill. Elec. & Gas Co.	117,909	98,189	20.1	3,798,300	3,443,400	10.3	1	1	0.0	3.10	2.85
Cent. Ill. Light Co.	1,740,034	1,478,422	17.7	60,101,537	50,296,359	19.5	12	9	33.3	2.90	2.94
Cent. Ill. Pub. Ser. Co.	423,064	56,446	649.2	9,800,406	1,337,529	633.0	21	2	950.0	4.32	4.22
Illinois Power Co.	1,262,720	895,448	41.0	42,804,497	32,000,203	33.8	49	39	25.6	2.95	2.80
Iowa-Ill. Gas & Elec. Co.	379,723	371,472	2.2	14,501,530	14,086,826	2.9	11	11	0.0	2.62	2.64
North Shore Gas Co.	893,559	770,775	15.9	31,555,837	27,070,404	16.8	9	9	0.0	2.83	2.85
The Peoples Gas Light Coke Co.	6,687,253	6,908,421	-3.2	313,217,799	326,984,567	-4.2	24	20	20.0	2.14	2.11
Commonwealth Edison Co. 1/	7,198,903	6,801,575	5.8	301,928,390	293,769,342	2.8	59	68	-13.2	2.38	2.31
Union Gas & Elec. Co.	16,465	-	-	281,353	-	-	2	-	-	5.85	-

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company January 1, 1953; for purposes of this report the data for 1953 and 1952 are stated on a merged basis.

TABLE 7.
ILLINOIS GAS UTILITIES
ALL OTHER SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change	1953	1952
TOTAL COMPANIES	$196,047	$175,736	11.6%	3,102,837	2,574,889	20.5%	984	961	2.4%	6.32¢	6.82¢
TOTAL COMPANIES, ex. of The Peoples Gas Light & Coke Co.	195,854	175,242	11.8	3,100,859	2,568,693	20.7	983	960	2.4	6.32	6.82
North Shore Gas Co.	2,037	2,033	0.2	14,813	14,789	0.2	1	1	0.0	13.75	13.75
Union Gas & Elec. Co.	5,950	5,310	12.1	29,444	25,482	15.5	27	27	0.0	20.21	20.84
The Peoples Gas Light & Coke Co.	193	494	-60.9	1,978	6,196	-68.1	1	1	0.0	9.76	7.97
Commonwealth Edison Co. 1/	187,867	167,899	11.9	3,056,602	2,528,422	20.9	955	932	2.4	6.15	6.64

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company January 1, 1953; for purposes of this report the data for 1953 and 1952 are state on a merged basis.

TABLE 8.
ILLINOIS GAS UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS

	REVENUE			THERMS			NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change	1953	1952
TOTAL 10 COMPANIES	$155,733,307	$140,606,965	10.8%	2,434,538,025	2,252,166,939	8.1%	1,804,140	1,757,322	2.7%	6.40¢	6.24¢
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	87,084,176	76,571,309	13.7	1,331,480,024	1,178,011,882	13.0	850,336	811,193	4.8	6.54	6.50
Cent. Ill. Elec. & Gas Co.	4,465,636	3,942,768	13.3	50,736,903	43,857,003	15.7	44,737	42,956	4.1	8.80	8.99
Cent. Ill. Light Co.	10,810,852	8,971,543	20.5	174,842,798	148,793,254	17.5	84,782	81,690	3.8	6.18	6.03
Cent. Ill. Pub. Ser. Co.	3,686,603	3,038,468	21.3	43,482,568	39,303,113	13.2	38,542	37,545	2.7	8.48	7.73
Illinois Power Co.	12,705,324	11,484,830	10.6	159,123,886	138,963,134	14.5	153,414	148,845	3.1	7.98	8.26
Iowa-Ill. Gas & Elec. Co.	3,283,592	3,061,747	7.2	55,406,897	50,913,443	8.8	31,096	30,074	3.4	5.93	6.01
North Shore Gas Co.	4,412,092	4,027,966	9.5	65,320,683	56,868,260	14.9	38,392	36,111	6.3	6.75	7.08
The Peoples Gas Light & Coke Co.	68,649,131	64,035,656	7.2	1,103,058,001	1,074,155,057	2.8	953,804	946,129	0.8	6.22	5.96
Union Elec. Power Co.	797,410	782,145	1.9	9,890,694	10,348,688	-4.4	9,062	8,764	3.4	8.06	7.56
Union Gas & Elec. Co.	834,433	695,488	20.0	5,520,867	4,016,082	37.5	11,610	11,486	1.1	15.11	17.32
Commonwealth Edison Co. 1/	46,088,234	40,566,354	13.6	767,154,728	684,948,905	12.0	438,701	413,722	6.0	6.01	5.92

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company January 1, 1953; for purposes of this report the data for 1953 and 1952 are stated on a merged basis.

TABLE 9.
ILLINOIS GAS UTILITIES
INTERDEPARTMENTAL SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change	1953	1952
TOTAL ALL COMPANIES	$640,876	$345,974	85.2%	27,771,958	14,967,182	85.5%	1	1	0.0	2.31¢	2.31¢
Central Ill. Light Co.	3,023	2,617	15.5	38,970	36,550	6.6	-	-	-	7.76	7.16
Illinois Power Co.	341	985	-65.4	15,079	44,898	-66.4	-	-	-	2.26	2.19
Iowa-Ill. Gas & Elec. Co.	637,512	342,372	86.2	27,717,909	14,885,734	86.2	1	1	0.0	2.30	2.30

TABLE 10.
ILLINOIS GAS UTILITIES
TOTAL GAS SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1953	1952	% Change	1953	1952	% Change	1953	1952	% Change	1953	1952
TOTAL 10 COMPANIES	$156,374,183	$140,952,939	10.9%	2,462,309,983	2,267,134,121	8.6%	1,804,141	1,757,323	2.7%	6.35¢	6.22¢
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	87,725,052	76,917,283	14.1	1,359,251,982	1,192,979,064	13.9	850,337	811,194	4.8	6.45	6.45
Cent. Ill. Elec. & Gas Co.	4,465,636	3,942,768	13.3	50,736,903	43,857,003	15.7	44,737	42,956	4.1	8.80	8.99
Cent. Ill. Light Co.	10,813,875	8,974,160	20.5	174,881,768	148,829,804	17.5	84,782	81,690	3.8	6.18	6.03
Cent. Ill. Pub. Ser. Co.	3,686,603	3,038,468	21.4	43,482,568	39,303,113	13.2	38,542	37,545	2.7	8.48	7.73
Illinois Power Co.	12,705,665	11,485,815	10.6	159,138,965	139,008,032	14.5	153,414	148,845	3.1	7.98	8.26
Iowa-Ill. Gas & Elec. Co.	3,921,104	3,404,119	15.2	83,124,806	65,799,177	27.8	31,097	30,075	3.4	4.72	5.17
North Shore Gas Co.	4,412,092	4,027,966	9.5	65,320,683	56,868,260	14.9	38,392	36,111	6.3	6.75	7.08
The Peoples Gas Lt. & Coke Co.	68,649,131	64,035,656	8.8	1,103,058,001	1,074,155,057	2.8	953,804	946,129	0.8	6.22	5.96
Union Elec. Power Co.	797,410	782,145	1.9	9,890,694	10,348,688	-4.4	9,062	8,764	3.4	8.06	7.56
Union Gas & Elec. Co.	834,433	695,488	20.0	5,520,867	4,016,082	37.5	11,610	11,486	1.1	15.11	17.32
Commonwealth Edison Co. 1/	46,088,234	40,566,354	13.6	767,154,728	684,948,905	12.0	438,701	413,722	6.0	6.01	5.92

1/ Public Service Company of Northern Illinois was merged into Commonwealth Edison Company January 1, 1953; for purposes of this report the data for 1953 and 1952 are stated on a merged basis.

TABLE 11.
ILLINOIS GAS UTILITIES
OTHER GAS REVENUES

	REVENUE		
	1953	1952	% Change
TOTAL 10 COMPANIES	$2,395,519	$2,121,700	12.9%
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	1,581,650	1,407,809	12.3
Cent. Ill. Elec. & Gas Co.	24,814	22,390	10.8
Cent. Ill. Light Co.	124,325	108,263	14.8
Cent. Ill. Pub. Ser. Co.	11,945	10,293	16.0
Illinois Power Co.	844,220	748,462	12.8
Iowa-Ill. Gas & Elec. Co.	71,128	66,852	6.4
North Shore Gas Co.	72,120	67,004	7.6
The Peoples Gas Lt. & Coke Co.	813,869	713,891	14.0
Union Elec. Power Co.	11,854	11,489	3.2
Union Gas & Elec. Co.	4,419	4,252	3.9
Commonwealth Edison Co.	416,825	368,804	13.0

TABLE 12.
ILLINOIS GAS UTILITIES
TOTAL GAS OPERATING REVENUE

	REVENUE		
	1953	1952	% Change
TOTAL 10 COMPANIES	$158,769,702	$143,074,639	11.0%
TOTAL 10 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	89,306,702	78,325,092	14.0
Cent. Ill. Elec. & Gas Co.	4,490,450	3,965,158	13.2
Cent. Ill. Light Co.	10,938,200	9,082,423	20.4
Cent. Ill. Pub. Ser. Co.	3,698,548	3,048,761	21.3
Ill. Power Co.	13,549,885	12,234,277	10.7
Iowa-Ill. Gas & Elec. Co.	3,992,232	3,470,971	15.0
North Shore Gas Co.	4,484,212	4,094,970	9.5
The Peoples Gas Lt. & Coke Co.	69,463,000	64,749,547	7.3
Union Elec. Power Co.	809,264	793,634	2.0
Union Gas & Elec. Co.	838,852	699,740	19.9
Commonwealth Edison Co.	46,505,059	40,935,158	13.6